## THE PUBLISHERS' WEEKLY

THE AMERICAN BOOKTRADE JOURNAL

MARCH 4, 1933

## Confessions of a Book Buyer

"This Month My Book Bills Were Larger Than Ever Due to My Being on the Mailing List of Several Clever Booksellers"

(Anonymous)

IN TIMES WHEN IT IS a surprise to see a customer pull out a pocketbook, I wonder that more booksellers do not use more vigorously the charge account and mail order attack. In the past five months I have not roamed in bookshops as much as I generally do, yet I suddenly realized, in glancing back at my check book, that my book bills were larger than ever. I pondered this sadly, and realized that most of it was due to my being on the mailing list of several clever booksellers. So, I thought, other booksellers might welcome my rueful confessions.

First, my hat goes off to Marion Bacon of the Vassar Bookshop, with her clever John Gilpin fliers and other bulletins. One simply has to read them. They have lured me into both volumes of Rothenstein's memoirs, Morgan's "Portrait in a Mirror," "Peking Picnic," the new Galsworthy, T. S. Eliot's "Collected Essays," Sutton's Seed Catalog, Virginia Woolf's "Second Common Reader," and

"The Modern Herbal."

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Also, when Miss Bacon sent out that appalling remainder sales list, inevitably I found myself checking, and got many vol-umes of the delightful Sun Dial library, including Beers' "Sandoval" and four of E. M. Fosters' priceless novels, all once owned but "lent and gone," in their regular editions. When she acknowledged my order, Miss Bacon added a note: "You have missed the best bargain on the list, the 'Handley Cross' with colored illustrations." Inevitably, I said, "Include it," and am delighted to have it.

On a visit to Boston, I met a charming Irishwoman, from the Mull of Kintire, and

we talked of nothing but Somerville and Ross. She told me of Somerville's new biography of her grandfather, "Incorruptible Irishman" and I made time to dash into the Dartmouth Bookstall and order it. There I fell into the hands of Mrs. Jackson, formerly of the Thread and Needle Shop, and rather against my will she sold me a great favorite of hers, "The Cat Who Looked at God." The title infuriated me, but her face could not be denied. (Have you that kind of face?) And the book is really entertaining, though not my favorite kind of thing. But she pulled out a pile of importations. I found Vernon Lee's "Music and Its Lovers," a book I had not heard of nor seen reviewed, and had to have.

Christmas descended too rapidly, and as usual I made up a book list too hastily. But I found excellent gifts for male relatives in Ditmars' "Thrills of a Naturalist's Quest," and (very cheap) the charming Cambridge reprint of an old book on the art of carving. Another popular gift was copies of the holiday issue of "L'Illustration," which Dauber and Pine sold cheaper than anyone else in town. Another incident of the hectic holidays was Jo Titzell's coming to call and telling me he is working at a Doubleday Bookshop. "Good," said I. "You can sell me a book. Do you know the Pavlova biography called 'The Flight of the Swan?' A female relative has asked for it." "Certainly," said Jo, "it is the best one yet done of her, and has swell pictures. I'll send it C. O. D. today." And he did.

Now I shall make a confession. I did this

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next deed in a flush of irritation because I heard what was happening to some of my favorite charities. I made out lists of books for the Children's Village at Dobbs Ferry, for Dr. Owen Lovejoy and his wonderful boys' and girls' clubs under The Children's Aid Society, and for the miners' families. These went out just before Christmas, in greater quantities than I had really intended, since I had forgotten that ten each went as duplicates to the different clubs. But the letters I received were the best "thank you's" of the season. A few telephone talks persuaded me to do this. I am sure some of your customers could be persuaded even more easily, perhaps even without the excuse of Christmas. Why not find out some of their favorite local charities and try it? However modest your result, it would have community value far beyond most of your sales.

On paying December bills, I said firmly, "No more books for you at present." But oddly enough, I had received very few books as Christmas presents. They were the superb collected Gilbert and Sullivan, Karol Capek's brilliant "Letters from Spain," the German photograph book, "Art Forms in Nature"—those horrible choices of forms from horribly exaggerated nature. Somehow, I didn't have a great deal to read, and felt that I had been badly treated. (Forgot to tell you that I bought those four poetry pamphlets done by Lynd Ward and his associates at the Equinox Press, and liked them too much to give them away.)

So, when Josephine Bell sent a postcard from the Washington Square Bookshop, saying that she knew I'd like the second Barbar elephant book (who doesn't) and that Paris de Nuit was a startling new photograph book, I stuck the card in a corner of my desk and said No. Yet my feet just took me down her two front steps and I had to have them. While there, realized with dismay I had never read any William Faulkner—so got "Sanctuary" in its Modern Library edition—and spent an awful but unforgettable few hours with it.

I think booksellers do not realize the lure of a hand written post card, or a publishers' post card with *hand writing* on it. Where one does not look through masses of printed matter, return envelopes, circulars, etc., one does take a look at the post card, a look at least.

Let me say here, that practically never has

a letter or circular from a publishing house made me buy a book. Nor do I consider either the Latest Books or Books of the Month particularly persuasive salesmen. Reviews, in The Times, The Herald and various magazines, one reads hastily, somewhat professionally. From them I find I collect opinions, but the great urge to buy somehow does not originate. Two reviewers who can give it to me are "I. M. P." of Books and Helen MacAfee with her summaries of fiction in the Yale Review.

Early in January, to continue, I became involved in garden books. (This, I whispered to myself, as the list grew, doesn't count as books, they're like hoes and trowels.) These I chose at first from a country neighbor's library, envying her beautiful garden and checking the books she had most thumbed. Then I got the De la Mare and Macmillan garden book catalogs. Then I found that Stokes had a lesser, but excellent list. Then I went to a bookshop, and started looking at the pictures in them all, and was lost. Mr. Brown of Dauber and Pine heard me moaning, and suggested that some might be among their second hand books. So I gave him my order—but very few were! He is a most cheerful person to buy books from, however, and grew so lyric over my garden -unseen by him, now all mud-that I forgot the total. And of course I "just treated myself" to a copy of "The National Cook Book" by Sheila Hibben—that was due to Lewis Gannett and F. P. A., so I amend my horrid review remark above.

At about this time, I had to see my doctor. He pulled out a little note book and said, "You ought to know whether that review on Sunday of 'Collected Poems' by Elinor Wylie was ok? I couldn't bother to read it, but the poems quoted I did read, and I think they're marvelous." To talk to someone again about that extraordinary genius—I think, perhaps, my friend—was thrilling. But wasn't it just my luck? I had the book under my arm, and of course I had to give it to him, and get myself another.

In this general confession, which is meant to cheer bookshop people by showing them that there are idiots left whose passion for book buying bears no relation—practically—to their income, who can be "sold" so easily, I have not included many purchases in my own special field, so the total is even higher for five months than you would guess. Also,

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I forgot a visit from Witter Bynner which recalled to me that I had never read his brilliant "Eden Tree," and led me to place advance orders for his books now still in mss. Also, please, this is not a list of my real "home reading," since that has consisted of things I had bought before.

As I think about buying in the bookshop, there are several ideas I might as well toss in. One: any customer resents lack of quick, courteous businesslike attention. Two: any customer enjoys being asked, "Have you seen this? Did you like it?" It's a petty triumph to have read several that are offered, and one cannot refuse to consider the next, which is unknown, but let there always be several "nexts." Three: I may be wrong, but I think

few people like either the "precious" atmosphere, where solemn heads stay bent over things in some corner, and arise with languid uninterest, or the "collegy" atmosphere, where some youngsters are having a grand gossip, and are too casual—no one likes not to be "in on" the joke. (Why not tell it to the customer, if she gets your attention at all?)

For a postscript: whenever you sell a garden book, pull out "Down the Garden Path," Beverley Nichols, and read a few paragraphs or show the pictures, or point to the table of contents. Four copies have been taken from my house by weekend guests. Notice: I am not renewing it at present.

## Bookshop as Atmosphere

A. B. LAING

TIME: 4 P.M.

PLACE: Louis Epstein's Los Angeles Bookstore.

Voice on Telephone: "This is A. E. Freuderman of Paramount Studios, speaking. You rent books, don't you? We want some . . ."

THE PROPRIETOR: "Well, we sell books, but sometimes we do loan them. Is there any particular edition or author's work you'd care to see?"

"No, we're not very choosy. I'll send a book-crew down at seven tomorrow morning with a couple of six-wheel trucks and trailers. We want 20,000 volumes.

Twenty thousand—over half his entire stock. For a while Epstein thought of welching-sales would be lost, business disrupted. In the past he had sold occasional out-of-print fiction to the scenario departments, or historical works to the Research Departments-but this order was for the 'prop" department. According to the usual terms he would get 10% the first week on a lump valuation of \$1 per volume. 5% thereafter. If the total rental paid exceeded one-half the arbitrary valuation set, the studio would pay the difference, and the book or books would then embark on a screen career as a permanent "prop." The compensation was adequate, but deals were pending on many books. Suppose a customer should come in to close a deal and he had to be



Carole Lombard as a librarian in the current movie "No Man of Her Own"

told that the volume he fancied was "emoting" before the camera!

Epstein placed his dilemma before Freuder-

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man, who graciously arranged for him to have a pass entitling him to enter the "sound stage" with a customer anytime except when the outer red light was burning indicating actual "shooting." "When the director yells 'cut', you can take your customer on to the 'set'. Soon as he calls 'motors', you'll have to beat it on tiptoe." And so, by working his clerical force all night the book dealer was ready for the "book crews" at 7.

The story for which this huge order was required to supplement the 10,000 volumes already owned by the prop dept., centers round a small-town librarian, Carole Lombard, and is called "No Man of Her Own." It appears that a crooked gambler, Clark Gable, in fleeing from the police of the near-by big city, takes refuge in the town where Miss Lombard is employed. He is attracted by her, and follows her to work one day. Indeed, he follows her all over the library, seeming to take especial delight in having her reach down books from the topmost shelves.

This action of the play is hidden, by the well-filled shelves, from the "atmosphere" or "extras" who are hired, at the usual \$7.50

per diem, to browse through the books and periodicals in the Reading Room.

Incidentally, it was to one of these "extras" that Epstein made a sale. In his rôle of "atmosphere", an elderly gentleman had become engrossed in "The Fountain". But since his reading fees were being defrayed by the Paramount Corporation, and he was by nature a leisurely reader, he had not hurried. When the "punk" (an affectionate slang term for an assistant-director) handed him his paycheck he still had some chapters ahead of him, so he paid the customary deposit to the book dealer.

Business was not, as a matter of fact, very brisk, but it was probably just as well. For from the time the book-laden trucks backed on to the sound stages to the time when their arrangement on the shelves was completed only 1½ hours had elapsed. The classification, therefore was necessarily somewhat imperfect. However, it is probable that even during the close-ups of "No Man of Her Own," none but a trained librarian will be able to discern such exotic juxtapositions as an exquisite hand-tooled Arabian Nights and the Boston Cooking School Cook Book.



Louis Epstein's Los Angeles bookshop was moved bodily to the Paramount Studios as background for a movie

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## Germany's Great Trade Paper

The Boersenblatt Celebrates Its Centenary

### KARL KÜP

"BOERSENVEREIN" AND "BOERSENBLATT" are two names and two conceptions which one is accustomed to mention in the same breath. lust as it took some time to organize an association which was to embrace all of the book organizations in Germany, it was an equally lengthy process to bring about the publica-

tion of its official organ.

The name "Boersenblatt" is first mentioned in a booksellers' circular printed on December 31, 1822. One of the earliest regulations of the association provided that the paper was not to be sold but "distributed gratis to the booksellers". The firm of A. Frohberger was commissioned with the first printing and a sample number was printed by Breitkopf and Haertel on December 5, 1833. The first number actually appeared on Friday, January 3, 1834. It contained eight pages of quarto size and was edited by Otto August Schulz who outlined his editorial policy at that time as follows: it was not only to be of aid and benefit to the entire German booktrade but it was also to contain "instructive entertainment in order to retain and increase the interest of the reader". It was further to contain all notices from the committee of the German booktrade "Boerse," the statutes of the same, commercial and technical information as well as historical and statistical material.

In discussing the history of the German booktrade paper it is interesting to note here that it had numerous forerunners, which first appeared towards the end of the 17th century; of the more important was one published in Hamburg from 1778-85, one in Leipzig from 1780-82, and one which was a bit more long-lived entitled "A General Typographic Monthly Journal for Germany" which was issued in Weimar from 1811-1833.

The present make-up of the Boersenblatt falls into three divisions, first the text or editorial, second the bibliographical and third the announcement and advertisement division. The most important feature of the second part is the list of "recent publications" which is similar to that found in the Publishers' Weekly. From the very beginning a certain amount of space was devoted to the international book market. As early as 1835 lists of books appearing in non-German countries were included. This feature has been retained to the present day. An equally important feature is the "order blank" included in each number. (It should be remembered that in Germany most of the ordering of books is done through the "Boersenverein"). This feature was inaugurated in 1844. In 1894 the order form was printed on white paper and used for the newest publications; a year later a pink form was added for older publications, and for such works as were in constant demand, in other words, for what we call "staple stock". Curiously enough the pink form was dropped in April 1917 because the proper paper could not be procured due to the war. Today the blanks differ in that one has square and one has round corners. A more recent feature is the addition of a "books for sale" and "books wanted" column.

But a brief mention can be made of the announcement or advertising section of the Boersenblatt. The publishers' advertisements which appear therein contain much of literary, scientific and cultural importance. Material which the book dealer in Germany had formerly secured but twice a year at the Leipzig book fairs, is now brought to him daily. It is truly an accurate mirror of the booktrade.

At first the Boersenblatt appeared weekly. In 1836 it was found necessary to issue it biweekly and, because of the lively demand, beginning with 1867 and up to the present day, it has appeared daily with the exception of Sundays and holidays. Of its first issue, 750 copies were printed. Twelve years later the edition had increased to 1250 and from then on there was rapid increase. In 1923 it had reached the 7000 mark, whereas today its average circulation is 6600. The number of pages published annually has seen a similar increase. In the first year of its publication there were 552 pages. In the prewar year of 1913 there were 14,116 pages. This number decreased in the years of the war, increased again after 1918, only to decrease as the depression made itself felt throughout Germany. (An important factor in this was also the lack of paper.) As has been mentioned, the paper was first printed by Breitkopf and Haertel. In the second year of its existence it was given over to the firm of B. G. Teubner, a name not unknown to us, in whose hands it remained for some 50 years. Today it is printed by the firm of Ernst Hedrich.

From the very beginning it had always been intended to distribute the *Boersenblatt* solely to members of the "Boersenverein", i.e. to book dealers. This was not the case, however, for as we have seen the first issue consisted of 750 copies, whereas the membership of the "Verein" was only 450. The president of the "Boersenverein", Theodor Enslin, wrote in a letter on February 18, 1837: "If the *Boersenblatt* is to be found in many public places, this is unimportant, particularly as far as Leipzig is concerned where everyone is half a bookseller anyway. Today everything must suffer publicity. And we must not seem to wish to be better than kings and states-

men". The attempt to maintain the privacy of the Boersenblatt was carried on for a good many years and as late as 1903 we find a ruling which states that copies "may no longer be lent to non-booksellers". Apparently the libraries in the countries objected, and we find that an offer was made to 216 libraries of a special printing of the section which contained bibliographical material. (However, only 39 libraries took advantage of this.) In the same year these stringent rules were less restricted, and we find that exceptional cases were provided for, although the subscriber had to bind himself to show it to "individuals" only in cases where they needed it for official or scientific purposes. The effort to restrict the circulation to members of the trade, was aided by making the subscription for private individuals an exceptionally high

Today any private person is in a position to subscribe to the *Boersenblatt* but it is interesting to note, that they may not receive the order form. This is because of the fact that since 1930 the net or publishers' prices no longer appear in the body of the paper. They are now only to be found on the order forms and for this reason private individuals may not receive them.

## In and Out of the Corner Office

George Stevens, Vice-President of W. W. Norton Co., will join the business department of *The Saturday Review of Literature* on April 1. \*\* \*\*

Welden Reynolds has resigned as Advertising Manager of G. P. Putnam's Sons. Q. A. Bossi is now in charge. \*\* \*\* \*\*

Clarence Boutell has left the advertising department of Alfred A. Knopf, Inc. He will be Eastern Advertising Manager for the Agents Official Steamship Guide.

Chris Rönne, who has been manager of the R. F. Clapp Bookstore in Albany, since November 1930, and who has been allied with the booktrade since 1916, has recently accepted a position with R. H. White Co., Boston, as assistant buyer. \*\* \*\* Doris Patee, who was head of the Bookstore Service Department of the National Association of Book Publishers, for four years, is for the next three months doing Bookstore Promotion work for Macmillan.

A book corner for children with new and lively features opened at 100 West 59th Street, New York, on Valentine's day. Mrs. Percy Beach, lately of Brentano's book department at 27th Street, calls the new enterprise, housed in a popular tea-room, The Pamela Book Service for Parents and Children. Central Park and a neighborhood of large apartment houses and many private schools suggested the idea and the interested cooperation of the tea-room gives a chance to test the connection between afternoon parties and personal book service with expert advice for home libraries.

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The James Tait Black Memorial Prize for the best biography of 1932 has been awarded to J. Y. T. Grieg's "David Hume," published in America by Oxford University Press.

A work on the graphic arts, gathering into one large illustrated volume a score or more of articles on the subject from the Encyclopaedia Britannica, has been published by the Encyclopaedia Britannica Co. at \$2.50. These articles on the graphic arts are among the best of those in the encyclopaedia and include contributions from Stanley Morison, Paul Beaujon, and others of equal authority. All of the illustrations in black and white and color from the original work are included. The suggestion for this reprint came from the booktrade, and the volume would be valuable for students and collectors.

"Why Own Books?" was the subject chosen by Whitman Bennett for his lecture at the Colony Club, Detroit, on the evening of February 6th. The lecture, arranged through Mr. and Mrs. Alvin C. Hamer of Hamer's Book Service, proved a spirited presentation of the common problems of collectors and dealers. Many of Detroit's important book collectors attended the lecture and its preceding dinner.

First edition points in books from Mrs. Rowson's time until now were discussed in an open forum which was almost forcibly

closed at midnight.

Mr. Bennett appeared as a professional collector and seller of books, but no bookselling was suggested during the evening. Detroit newspapers covered the lecture and much favorable comment appeared the next day. The Hamers as well as several other Detroit dealers report active inquiry in books discussed by Mr. Bennett. \*\* \*\*

J. B. Baillière, the French publisher, has in preparation an international bibliography of Scientific and Technical books, the scope of which will be about 20,000 volumes. The editors at 19 Rue Hautefeuille VI would like to receive full descriptive lists of American standard and current books in this field.

Marilla Freeman of the Cleveland Public Library helps us to locate the leader among Cleveland's new spring books, a joy to "barber-shoppers" entitled "A Handbook for Adeline Addicts." The publishers are Schonberg Press, of 1635 E. 25th St. of the city.

Robin Wilder Co. of 78 East Madison St., Chicago, reports that it has gathered 7,500 addresses for its new American Author's Who's Who. If this report reaches the eye of any author not yet honored with a questionnaire now is the time to write for one.

In Washington the Encyclopaedia Britannica Bookshop has moved down Twelfth Street a little to Number 611, which brings it between F and G Streets, two of the busy shopping centers. The shop, similar to the Britannica Bookshops in New York and Boston, is in charge of Gertrude Lewis (Mrs. Ward), for many years in charge of the Woodward & Lothrop Book Department. The shop gives special emphasis to current new books and personal service to customers by way of reading lists, etc. The store has its own book-of-the-month selection in fiction and non-fiction which is used in all of the Britannica shops. \*\* \*\*

To those books which give us a picture of the publishing profession and an interesting sidelight on the production of books, there has been added one of the best volumes in this steadily growing literature entitled "At John Murray's" by George Paston. The book tells the story of this great publishing house from its founding in 1745 down to recent years and tells it in a way that gives the full flavor of the burdens, risks and excitements of publishing. There is the story of the first John Murray, of his first experiments in list building, his publishing of Disraeli's "Curiosities of Literature," experimenting with magazines, the coming of John Murray the Second, "the glorious John," the Murray of Lord Byron, Jane Austen and the John Murray, too, of cookery books and schoolbooks. Then there is the third John Murray, who comes to the head of the business at "John Murray Street" with the best of training for the business and who added the famous guide books as one of his many contributions to the list. It is with his period of leadership that this volume has chiefly to do, and a half century of a publisher's life is excellently chronicled in full detail. 🥦 💯 💯

# THE Dublishers' Weekly

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#### March 4, 1933

I HOLD every man a debtor to his profession, from the which, as men of course do seek to receive countenance and profit, so ought they of duty to endeavor themselves, by way of amends, to be a help and ornament thereunto.

—BACON.

### Let Us Be Here Dedicated

FIFTEEN YEARS AGO this Spring America entered into the World War and the booktrade came together for a May Convention with natural forebodings as to what was in store. As it turned out there could not have been a convention with a finer program of constructive work and cooperative spirit. Booksellers, publishers, editors, authors all took part in the busy program with an energy and seriousness that set a model for the next ten years.

Is not this the year for a rededication of the trade to the spirit of 1918; with the same sense of common cause and a similar effort to establish sound foundations? Is this not the Spring for a joint convention as was that of the war year? Cannot publishers, booksellers and their allies come together to prove that the industry has the cohesive power and constructive force to study book distribution as a whole in the light of the recent surveys and of the hard facts developed from the depression to give expression and voice to the best leadership of all sections of the trade? It can be a national convention if the spirit in which the problems are approached is national. There is that type of leadership now in the trade. Cannot such conference make it more vocal and more effective?

For the past two years booksellers and publishers have steadily increased their bases of common action. The Joint Board is a happy instance of the pooling of experience and judgment, five of each group in monthly conference, first a publisher, Henry Hoyns, and now a bookseller, Cedric Crowell, presiding over the deliberations.

Is not May, 1933, the opportunity to speed reconstruction? A short convention, an earnest one. Not an occasion for demands or recriminations but for facts, analysis and a new vision.

What this industry, as all industry, is requiring is reevaluation to precede reconstruction. No one person has the vision or wisdom to outline such a program. There is common cause and need for mutual counsel.

### The New Bases of Business Building

THE CHIEF PROBLEM that has faced retailers as they endeavor to straighten out their affairs to meet the new conditions has been to get some control over the major fixed charges so that they could be put in a reasonable relation with gross sales as they run today. The burdens imposed by rents, interest, operation costs have been the principal reasons why retail stores have had a hard time in their readjustment. It has been estimated from department store records that store expenses rose by about one-sixth during the five years that ended in 1931, while rents went up much more rapidly than that.

The new day also calls, in the case of larger stores, for a simplification of store organization, consolidation of departments and reduction of executive costs. Local cooperation is another form of economy, especially among the larger stores, as competition has led to expensive services which can best be reduced by mutual agreement. Such reductions are making rapid headway under the present needs of the time. There is going to be much elimination of frills from merchandising.

Again emphasis is now being placed on the effectiveness of merchandising, the effort to avoid losses from markdowns, to keep a good stock assortment without too much expense, to use special sales to stimulate store interest while giving reasonable service in other ways.

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Finally, we believe attention must, of necessity, be centered on better individual selling. The public has become justly critical of the technique of many retail shops, and, although it is difficult to improve selling with lowered wage scales, it is only in the shops where this double move is accomplished that new habits of shopping can be built up, and, until people again find pleasure in buying and confidence in the people they are buying from, the old delights of shopping will not be reconstructed.

### Postage May Go Down

Two CENT POSTAGE by July 1st is predicted by Representative James M. Mead, Chairman of the House Committee on Post Office and Post Roads. Mr. Mead says that the Post Office Department faced a loss of over \$100,000,000 in business during 1933 and there will probably be 5,000,000,000 fewer letters mailed than in some previous years.

## Congress Is Reading

From Herbert Putnam, Librarian of Congress, comes the report that our national legislators are calling for books as they have never done before in that Library's experience. Economics, taxation, tariff, in general principles and in practical applications are being energetically delved into, and the library staff is busy.

With the terrific new indictment of the country's financial leaders, the result of the Senate's investigation, there is sure to be a similar increase in the reading of the literature of finance. The leaders will have to read to keep their leadership, for not soon again are people going to take without sharp questioning the opinions of those who are in positions of power. If our political leaders have seemed to lack vision and wisdom, what shall we say of some of our financial and business leaders whose slightest word seemed sure guidance but a few short years ago. Surely there is need of wider reading, and bookselling has a great opportunity.

Time was when economics and finance were the reading matter of the student or the specialist. Not so today; and publishers and booksellers have good reason to welcome the change. Economics has followed science into the best seller lists. It can be kept there if the trade is alert.

### More Outdoor Bookselling Could Be Tried

IT HAS ALWAYS BEEN one of our firm beliefs that books, especially old and rare books, are most happily purchased when surrounded by an appropriate and friendly atmosphere. How many thousands of Americans each year go to the boutiques along the Seine and browse happily along from one stall to another content to buy almost anything they see as long as it is bought in that long established atmosphere of bookishness, and these same people send back home, again and again, photographs of these old bookstalls with the background of Notre Dame across the river. In Paris those who explore a little further on the Left Bank find themselves again happy when they come across the famous old bookshop of Flammarion in the open gallery of the Odéon, a shop that dates back a hundred and fifty years and in this case a shop so large that it offers new books and old, magazines, maps and everything

that a bookshop could carry.

In spite of occasional examples of outdoor bookselling, usually tables in front of a second-hand bookstore, very little has been done in outdoor bookselling in America, perhaps because of the long winters and perhaps, also, because no one has found just the right place and location for these experiments. We are tempted to suggest again as we did a few years ago with some echoes of applause but no action, that there ought to be "boutiques" established along the iron fence of Bryant Park in New York. Here is an eddy in the city's busiest section, with plenty of room for bookstalls close up to the fence and plenty of room for the browsers without blocking Here, with the background of the Public Library and the famous bookstore of Drake's across the street there would soon be created a delightful beloved place for noon hours and a mecca for those who come from a distance and who would enjoy the idea of a half hour or so searching for treasures. Why shouldn't someone get the privilege of establishing these shops, sublet them to various second-hand bookstores, which, from their large stocks in scattered shops, could keep them freshly supplied with the types of books that sold most readily while keeping a score or more bookmen employed. open season for collecting might begin with

Easter weather.

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## News of the Week

## Meyers Resigns as A. B. A. Secretary

At the regular monthly meeting of the Board of Directors of the American Booksellers' Association on February 23rd Ellis W. Meyers, for the last eight years Executive Secretary of the Association, presented his resignation to take effect at once. The Board, facing the general problem of all organizations to enact an effective budget under existing conditions, decided to accept the resignation, but no further announcement will be made as to plans for the future until the Board's next meeting.

The work of the Clearing House and the Publishers' Warehouse will go ahead as before under the direction of Robert Coles, Assistant Executive Secretary, and David T. Sachs, Traffic Manager, who have had charge of these details for several years.

President Magel, interviewed by the Publishers' Weekly, stated that the Directors would meet again shortly and announcements would be made as to the detailed plans of the office and the type of working convention which might be profitably held in May. All the Directors realize that retail bookselling, as every other industry, is facing its most difficult year and they are girding themselves to meet the emergencies in an organized way.

Ellis W. Meyers, who has in his eight years written much into booktrade history, came to the work in the spring of 1925 during the Presidency of Walter V. McKee, then of Detroit. Mr. Meyers had been connected with the Publicity Department of the Western Union Telegraph Company. This was the first time the Booksellers' Association had a paid Secretary, and Mr. Meyers succeeded in this work Belle M. Walker of the American News Company, who had been unpaid secretary.

During the past eight years many features have been added to the American Booksellers' Association work, and Mr. Meyers' initiative and inventiveness have taken many directions under the leadership of successive Presidents, Walter V. McKee, John G. Kidd,

Arthur Brentano, George W. Jacobs and Frank L. Magel. Mr. Meyers made himself an authority on packing and freight rates, believing economic delivery to booksellers was an important part of their problem, and the cooperative shipping room was systematically developed. He also gave much time to the question of retail advertising in developing illustrations and text for booksellers to use in their local advertising, helping to organize cooperative experiments in advertising in different cities, planning an effort called the Bookshopping Service, the publicity for which obtained valuable free space in book reviewing mediums.

The critical issues of book clubs and price maintenance have been constant difficulties in the years of his incumbency, and these have led to countless conferences with publishers, lawyers and booksellers.

The development of the Western Section of the Association became a natural outgrowth of the rapid extension of the Coast business, and Mr. Meyers attended the conferences held.

Early in 1932, when the results of the Cheney Survey of the Book Industry were made known, Mr. Meyers took the initiative in carrying the problems of buying and stock control out to a series of a dozen conferences in various parts of the country, out of which grew the plan of the Stock Control Cards now in operation. 1932 also saw the attempt toward bringing bookstores into the picture as outlets for the remainders which were filling the windows of drug stores, and two catalogs were issued by the A. B. A. for cooperative distribution.

Out of increased conferences between publishers and booksellers developed the plan of the Joint Board of Publishers and Booksellers, meeting at the Publishers' Association office, in which conferences Mr. Meyers joined.

Representing an industry that has never been completely cohesive and was scattered widely over the country, Mr. Meyers has had a great deal of responsibility in taking the initiative in trade matters, and has shown energy and persistence in working for what he felt would be the good of the bookshops. KLY

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## New Committees of Publishers' Association

THE COMMITTEES of the National Association of Book Publishers which have the responsibility of carrying on the diversified activities of the Association during the coming year have now been fully announced by President Canfield, and the full list is printed below. The Executive Committee has two members not before active on this all-important Committee, W. Morgan Shuster, head of the Century Company, and Richard J. Walsh, head of the John Day Company. The Legislative Committee is again under the able leadership of John W. Hiltman. The Editorial Committee, under the chairmanship of Alfred R. McIntyre, of Little, Brown & Company, continues from last year and will carry on the study it has been making of the best editorial practices in American publishing houses. Its important report made last year had great interest to the trade.

The Joint Board of Publishers and Booksellers, which is developing into one of the most important agencies for the trade, includes new names, John Macrae, Jr., and Richard L. Simon among the publishers, and there will be two other booksellers on the list, not yet announced. The board held its first meeting on February 28th at the Association office and selected Cedric Crowell of Doubleday shops as chairman. The recently appointed Committee to Consult With Binders, with John Benbow of Longmans, Green & Company, chairman, has already begun consultation with the binders on plans of trade practice in order to smooth out and make way for better service and better understanding between the two groups. Credit Bureau, which last year became one of the activities of the Association and was set into new activity under the able chairmanship of A. H. Gehrs of Harcourt, Brace & Company, is now under a similar committee with William E. Hawke of McGraw-Hill Book Company as chairman.

COMMITTEE APPOINTMENTS 1933

Executive:

Cass Canfield, Harper & Brothers, Chairman Frank C. Dodd, Dodd, Mead & Co. Alfred A. Knopf, Alfred A. Knopf, Inc. W. Morgan Shuster, The Century Co. Richard J. Walsh, The John Day Co. Finance:

Edward N. Bristol, Henry Holt & Co., Chairman.

(Other members to be announced.)

Legislation:

John W. Hiltman, D. Appleton & Co., Chairman.

D. L. Chambers, The Bobbs-Merrill Co. Martin M. Foss, McGraw-Hill Book Co. Charles C. Shoemaker, The Penn Publ. Co. W. Morgan Shuster, The Century Co. W. O. Wiley, John Wiley & Sons

Copyright:

Frederic G. Melcher, R. R. Bowker Co., Chairman.

Earle H. Balch, G. P. Putnam's Sons
Harold K. Guinzburg, The Viking Press
J. W. Lippincott, J. B. Lippincott Co.
Richard R. Smith, Ray Long & Richard R.
Smith

Credit Bureau:

William E. Hawke, McGraw-Hill Book Co., Chairman

A. H. Gehrs, Harcourt, Brace & Co., Associate Chairman

Philip J. Fox, Harper & Brothers
Howard C. Lewis, Dodd, Mead & Co.
H. L. Parker, Longmans, Green & Co.
Leon Shimkin, Simon & Schuster
E. Smalley, The Macmillan Co.

Survey:

W. W. Norton, W. W. Norton & Co., Chairman

John Benbow, Longmans, Green & Co. A. H. Gehrs, Harcourt, Brace & Co. Alfred A. Knopf, Inc. Howard C. Lewis, Dodd, Mead & Co. Alfred R. McIntyre, Little Brown & Co. Eugene Reynal, Blue Ribbon Books Ordway Tead, Harper & Brothers

Editorial:

Alfred R. McIntyre, Little, Brown & Co., Chairman J. Jefferson Jones, J. B. Lippincott Co.

Alfred A. Knopf, Alfred A. Knopf, Inc.
Eugene F. Saxton, Harper & Brothers
Harrison Smith, Harrison Smith & Robert
Haas

Remainder Inventory:

Alfred Harcourt, Harcourt, Brace & Co., Chairman Alexander Grosset, Grosset & Dunlap

George P. Brett, Jr., The Macmillan Co.

Joint Board of Publishers and Booksellers: Fred R. Hood, The Baker & Taylor Co. Henry Hoyns, Harper & Brothers John Macrae, Jr., E. P. Dutton & Co. W. W. Norton, W. W. Norton & Co. Richard L. Simon, Simon & Schuster

American Booksellers Association representatives:

Cedric R. Crowell, Doubleday, Doran Book Shops, Inc., Chairman

Frank L. Magel, Putnam's Bookstore, N. Y. Lewis B.Traver, Traver's Bookstore, Trenton (Two others to be appointed)

Library:

Guy Holt, McGraw-Hill Book Co., Chairman T. R. Coward, Coward-McCann J. A. McKaughan, The Century Co. Glen Parker, The Baker & Taylor Co.

Committee to Consult with Binders:

John Benbow, Longmans, Green & Co.,
Chairman

Arthur M. Chase, Dodd, Mead & Co. W. W. Norton, W. W. Norton & Co. Arthur W. Rushmore, Harper & Brothers George Stimson, Alfred A. Knopf, Inc.

Employing Bookbinders Association representatives:

E. W. Palmer, Kingsport Press, Chairman Arthur E. Barter, The Plimpton Press Henry P. Conkey, W. B. Conkey Company C. A. Mershon, Braunworth & Company Nathan H. Shrifte, H. Wolff Estate.

### Broadcast About Children's Books

CHILDREN'S BOOK NEWS and suggestions for home reading will be discussed hereafter weekly in San Francisco over the National Broadcasting West Coast Network, KGO. The time selected is 10:15 to 10:30 A. M. on Wednesdays. The programs are not for the children themselves but for mothers and those who guide children's reading, and every type of book from picture books to adventure stories will be talked over. Mrs. Grace Sutton Powell, who has arranged these programs, was the founder and manager of the Post Street Book Shop and can be reached with advance information and review copies at 426 Castenada Avenue, San Francisco. Mrs. Powell is already known in club circles as well as for her bookselling and has an interesting opportunity to encourage parents to give more attention to the reading of their children.

## Sale of Merle Johnson's Books

FRIENDS OF MERLE JOHNSON have been organizing for him a sale of some of the books in his collections, as his recent severe accident from which he is steadily recovering made it necessary for him to part with some of his slowly-gathered material. The books included in this sale will be a fine collection of Woodrow Wilson material to be sold as one item, in all about 2,500 pieces, collected sets of first editions of Oliver Optic and Horatio Alger from delving into the field of boys' books, sets of Morgan Robertson, Stewart Edward White and O. Henry, and a set of first editions of Ellen Glasgow with all the books inscribed.

The Ritter Hopson Galleries have been selected for the sale which will take place the first week in April.

Mr. Johnson is making a good recovery from his accident, but it will be some time before he can be again fully active.

### Booksellers' Association of Philadelphia

THE NEWLY ELECTED OFFICERS of the Philadelphia Booksellers' Association are: E. S. McCawley, president; Mrs. Alice Steinlein, vice-president; Peter Reilly, treasurer; Katherine Leiper, recording secretary, and Mrs. Carolyn Coggins, secretary in charge of publicity. In addition to the above officers, the following have been elected to the Board of Directors: Frank McGrath, Franklin Price, C. C. Shoemaker, George Stevenson. The Committee on Entertainment includes Howard M. Jacobs, C. C. Shoemaker and Mrs. Alice Steinlein; and the Committee on Membership includes Rudolph G. Kornbau, Franklin Price and Mabel Zahn. There will be no banquet this year, and the rest of the meetings will be held at the Franklin Inn Club, Camac and St. James Streets. The March meeting will be held on Thursday, March 16th, with dinner at 6:30. The subject for discussion will be what is right or wrong with the book business. Suggestions of topics for discussion may be referred to the president in advance of the meeting.

The meeting will be strictly informal and anyone can get in a crack at his pet hate or joy about bookselling. Anyone with problems, suggestions or bright ideas will be asked to testify.

MARCH

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## Arthur Womrath Circulates

WALLIS P. HOWE, JR.

"I'M IN THE BOOK BUSINESS because I like it, and because I can make money."

Simple—Arthur Womrath's reason for not sticking to his first job, consulting engineer. And as you get to know him, and mull him over, Arthur Womrath's a simple, rational

personality. And a tonic to the timid.

He started his adventure in books back in 1896 in Pottsville, Pa., with a small circulating library. Seymour Eaton got him to go to Philadelphia in 1900 and join the Booklovers' Library. Womrath, definitely on the make by then, didn't like the way Eaton ran the business, so he pulled out in 1902 and came to New York. He set up shop (I must be polite and not call it a hole in the wall) in East 20th

Street. Publishers were vaguely interested;

what! a new "menace"?

He didn't get credit easily from publishers, and found difficulty when he tried the banks. But he always found the cash somewhere to buy the books he wanted. And to buy more when he needed them, more space, more shops as he expanded. He now has 68 ranging from New York to Chicago, and hundreds of depositories.

"How'd you get them, Mr. Womrath? Wasn't it a battle?"

"We worked hard."

Arthur Womrath's not one to underestimate his capacity, either for work or accomplishment. But he's nobody's fool, not even his own. When he wants a thing he goes after it—hard. Was that your foot in the way? Sorry!

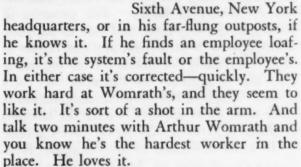
Circulating libraries, he says, have a good effect on good books, bad effects on bad. They are the basic medium for that nymph, "word-of-mouth-advertising." And if a publisher has what he considers a "good" book, it will run to big sales if the rental public

likes it. If not, no. And they serve bookstores well in the line of educating possible future buyers. Of course, in the meantime, they may knock off a few bookstore customers. "But it's all give and take in business," he says. "And too bad for the hind-

most." Elemental.

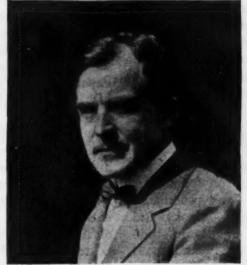
Mr. Womrath has his likes and dislikes in books, and they're positive like all his opinions. But he doesn't try to foist his pets on the paying customers. If he doesn't like a book he tries it out on some common denominator folk before ordering. Mrs. Womrath is his favorite ghost-reader; she never misses, he says.

He believes in hard work for all. There are no idle moments at 161 Sixth Avenue, New York



I imagine he's pleased if people think of him as a 20th Century Napoleon of Business. There is a parallel. He's smallish, nervous, direct, knows where he wants to go, and is willing to break his back getting there. A hard boss, but a fair one it seemed to me. Right now he's looking for a lieutenant, an exceptional man who'll work like a dog and, if he comes through, cash in plenty. He's afraid he'll have to go to the clothing business to find him, as he did before. He doesn't think much of the average book salesman. Soft, he says.

Four years ago the doctor said "Whoa!" to this energetic middle-aged man; "take it easy." So he retired, and fished furiously,



Arthur R. Womrath

played golf (95-105, gross). And watched with increasing uneasiness the business he'd built up. "It wasn't anybody's fault," he explains. "We had good men running it, but every new business is more or less a one man shot, and if the man gets too far afield it begins to drift." So he came back.

He came back to find things "lax" (he's an exacting critic); the business is still suffering from hardening of the leases, but he's working on that. And he's going in more for gadgets, desk sets, fountain pens, jig saw puzzles, etc., non-perishable non-books. His business is divided approximately this way: 60% rental; 23% sales, new and used; 17% gadgets. The gadgets are growing. He likes the enterprise of their makers, even if he'd rather sell books. "Publishers have a lot to learn about what people want, how to sell them."

### Was Homer A Written Epic?

AGAIN, BOOK LOVERS AND SCHOLARS are indebted to Sir Frederic Kenyon for a clear and interesting account of book production history in a volume entitled "Books and Readers in Ancient Greece and Rome" published by the Oxford University Press, a small volume, fully cognizant of the latest research, and emphasizing the physical rather than the literary history of books. The progress of bookmaking from stone and clay to papyrus, from papyrus to parchment and parchment to paper is carefully documented from the literature and fragments of literature of early record. Much of the information gathered is quite new, some acquired within the last two or three years of archæological investigation.

"It is not too much to say," said Dr. Kenyon in the chapter on Ancient Greece, "that our knowledge with regard to the early Greek literature has been revolutionized by modern archæological discoveries. Only about a generation ago it was accepted doctrine that writing was practically unknown to the Homeric age. . . . There is no a priori reason why they [the Homeric poems] should not have been written down. Writing had been in common use for centuries in the lands adjoining the Aegean and Mediterranean on the east; and if Cadmus or anyone else introduced writing to Greece about the fourteenth century [B. C.] that gives plenty of time for the establishment of the practice, and for the production of those earlier efforts in verse which must surely have preceded the consummate technique of Homer. Looking at the matter from the point of view of internal probability, the argument for a written Homer appears to me overwhelmingly strong."

### New Check on the Classics

"DAVID COPPERFIELD" is the most popular of all standard English novels, and "Lorna Doone" comes second, if the careful records of William Collins & Sons, publishers of Pocket Classics, give a universal picture. For many months the company has kept records, separating the trade edition and adult reading from the school demand.

The combination of the records puts "David Copperfield" first, "Lorna Doone" second, "Kidnapped" third, "Pickwick Papers" fourth, "Under the Greenwood Tree" fifth, "Treasure Island" sixth, two for Dickens in the first six and two for Stevenson.

In studying the separate records in this total of 125 classics one gets a picture of the difference between school reading and adult reading. For example, "Pickwick Papers," which is third in general trade distribution, is twenty-first in the school editions, "A Tale of Two Cities," which is fourth in trade sale, is tenth in school sales, "Old Curiosity Shop," which is eighth in trade distribution, is forty-fifth in school sales. "The Life of Samuel Johnson," which is eleventh in trade sales, does not even get a place in the school sales. Out of the first twenty-five titles in trade sale Dickens gets ten places. No other author approaches this showing, though Dumas is quite clearly second in general popularity.

Scott has taken a distinct trend toward being a writer for boys and girls rather than for adult readers. "Ivanhoe" is thirteenth place in trade sales and ninth in school sales, and the next Scott in popularity is his "Kenilworth" with forty-second place in trade sales and seventeenth in school sales.

Poetry's best showing is in the demand for "The Golden Terasury," and of the individual poets the best showing is made by Burns, followed by Tennyson. No American book is higher up than "Ben Hur," out of copyright in England, which falls into fiftyeighth place in the combined list, followed by "Innocents Abroad" in sixty-sixth place. These two, plus "Little Women" and Emerson's "Essays," far down the list, are the only American representatives, four in one hundred and twenty-five.

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## Obituary Notes CORINNE ROBINSON

CORINNE ROOSEVELT ROBINSON, sister of the late Theodore Roosevelt, died of pleural pneumonia on February 17th at the age of 71. Devotion to the memory of her brother, Theodore Roosevelt, earnestness in promulgating the ideals of patriotism that were outstanding in him, activity on her own part in politics over a period of many years, and an interest in the field of belles-lettres, in which she showed herself to be a talented poet, marked the career of Mrs. Robinson. She was the author of a number of books including a volume of poems entitled "The Call of Brotherhood" published in 1912; "One Woman to Another," "Service and Sacrifice," "Collected Poems," "My Brother, Theodore Roosevelt," and a volume of verse entitled "Out of Nymph," published in 1930. She was well known as a lecturer and public speaker.

#### SIR ROBERT DONALD

SIR ROBERT DONALD, prominent English journalist and publisher, died suddenly on February 17th at the age of 72. He was editor of the London Daily Chronicle until 1918 when it was sold to a group associated with Lloyd George. He was the author of several books including "A Danger Spot in Europe," "The Tragedy of Trianon," and "The Polish Corridor and the Consequences."

#### ELIZABETH WEBB WOODRUFF

ELIZABETH WEBB WOODRUFF, formerly of the editorial staff of the Publishers' Weekly, died at White Plains, N. Y., February 22nd. From 1908 to 1917, Mrs. Woodruff, then Miss Webb, was a member of the editorial staff of the Publishers' Weekly. In her work she was conspicuous for her dependability, her gift for expression and her power of analysis. In 1920 she was married to the late Arthur Van Sinderen Woodruff of Brooklyn. Mrs. Woodruff was the author of many stories for children, syndicated and published serially, poems, and two juvenile books, "The Littlest Fairy," in collaboration with her sister Doris Webb (Webster) and "Dickey Byrd," fanciful stories for little children, published in 1928, all permeated with her quiet, whimsical

### Notice to Stock Control Card Users

The publication date of "The Mystery Puzzle Book" by Lassiter Wren and Randle McKay (Crowell) has been changed from March 1st to March 15th.

The publication date of "Cross Word Puzzle Book Series 27" (Simon & Schuster) is Feb. 23rd.

### Changes in Price

LONGSMANS, GREEN & CO.

The new reduced prices of 33 Juveniles are now in effect. For titles see last page of Spring List.

#### CHARLES SCRIBNER'S SONS

The price of "True North" by Elliott Merrick, which was published on the twenty-fourth, has been changed to \$2.75. The price printed on the jacket is \$3.

#### RAND McNALLY & COMPANY

The price of all titles in the Windermere Series of Young People's Classics have been reduced from \$1.25 to \$1.

### **Business Notes**

Boston, Mass.—Maurice Reisman of the Uptown Book House, 237 Huntington Avenue, has sold his interest in the Book Clearing House of Boston to I. Kaden.

Evanston, Ill. — Frank Rosengren has opened a bookshop at 1741 Sherman Street, under the name of The Old Book Shop of Evanston. The shop's stock will consist of rare books, modern first editions and Americana. Later, Mr. Rosengren will probably stress California and the Southwest. New books will be handled more or less, only in incidental fashion.

New YORK CITY—Benjamin Hauser Book Shop has moved from 60 East 42nd to 300 Madison Ave.

The Falcon Press, Inc., has moved from 1451 Broadway to the McGraw-Hill Building, 330 West 42nd Street.

A new bookstore has been opened by F. Minot Weld, Jr., and Gervaise Notley Butler under the name of Lulworth, Inc., at 758 Madison Avenue. The shop will carry books, puzzles and a rental library.

Santa Monica, Calif.—Challiss Silvay has recently opened, under his own name, a book bargain shop at 1328½ Fifth Street. Used books are featured.



This is the attractive second-floor room to which Alfred W. Paine has recently moved his book shop, which specializes in books about the sea

## Customers' Choice

In the face of adverse trade winds, books on the sea are sailing full and by, with the promise of a good voyage. Several stories of the great days when sails were sails and steam just a passing fancy are rewarding the bookshops which display them this season.

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"The Sea Witch" by Alexander Laing (Farrar & Rinehart), a novel about a great clipper ship, has already caught on. E. S. McCawley of McCawley's Bookstore, Haverford, Pa., is so enthusiastic about the book that his glowing letter to the publisher is being used as copy in the publisher's advertising campaign. "Admiral Gleaves," he writes, "considers this book one of the four greatest sea stories of the last fifty years. I give it a higher break than the first four, I put it one on my sea shelf up in company with the great classics of the sea. I can only claim to having been able to read for the last thirty-seven years, but it tops my reading of sea stories in that

time. And I haven't just read 'Two Years Before the Mast' and this one. I never miss one."

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Mr. McCawley is an ex-navy man, and with Admiral Gleaves edited the nautical side of "Mutiny on the Bounty" which he insists should have been named "Mutiny in the Bounty."

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The window display on the next page featuring "The Sea Witch" was made by Mr. McCawley for his shop. To date he has sold over fifty copies of the book.

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Poster displays made from the very attractive jacket are being used in displays around New York. Putnam's Bookstore uses them this week in an arresting window, with a complete model of the real clipper ship Sea Witch made by Charles Muhlfeld.

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Mabel Jettinghof in the Doubleday, Doran Bookshop in the Pennsylvania Terminal and Ken Mc-Cormick of the Doubleday shop in Philadelphia are also having grand success with this story.

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Morris Axelrod of the Doubleday, Doran shop in the Grand Central Station arranged a display of old and new sea books in his window when the Motor Boat Show was on the last of January, and found that it caught the attention of many of the men who swarm past his shop every day and resulted in a satisfactory number of sales. This week he has "The Sea Witch" in his window and beside it a book on old New York open to show two famous clipper ships, The Dreadnought and The Flying Cloud.

#### 災 災

Among the older sea books which keep on selling at this shop are:
Manfred Curry's "Wind and Water"
(Country Life) and "Yacht Racing"
(Scribner); H. A. Calahan's "Learning to Sail" (Macmillan); "Mutiny on the Bounty" (Little, Brown); Villiers "The Sea in Ships"; "Elements of Navigation" (Harper); "Ten Thousand Leagues Over the Sea" (Harcourt); "In Great Waters" (Harcourt) and "Death of a Fleet"

#### 110 110

(Coward, McCann).

Another good clipper ship novel which has just come out is Felix Riesenberg's "Mother Sea" (Claude Kendall). This has been on the best seller list at Woodward and Lothrop's in Washington. It has also been selling well around New York at Scribner's, Putnam's, Brentano's, Dutton's, and Lord and Taylor's.

#### 光 光

Scribner's have made a striking poster for Alan Villiers' "The Grain Race" which is coming out just as we write this. Pryce Mitchell's "Deep Water," the autobiography of a sea captain (Little, Brown), is just out and so is Felix Riesenberg's "Log of the Sea" (Harcourt).

#### 烂 炒

Books of the Sea are the specialty of Alfred



This is the window display of sea books arranged by E. S. McCawley at his shop in Haverford featuring "The Sea Witch"

W. Paine so we went to see him in his new shop at 336 Lexington Ave. He moved into it on October 1st, doing all the moving himself in a station wagon, and almost perishing in the attempt. He tells us that his business has very much improved since he moved uptown. Shoppers find it easy to drop in on their way to or from the Grand Central Station. However, this is not the shop for the casual shopper, it's a shop for the specialist, and the man specialist, at that. If a woman comes in to buy a book, it is probably for her husband. A few women authors come for help in writing naval biographies. Here the newest sea books are the tiniest ripple in a great eternal tide. Sea novels are not a vogue. There is a great demand for books on the naval side of the World War, of which there are thousands and thousands. And there is a steady demand for books on rigging and seamanship. The shop is a sort of reference library and carries all the best standard sea books constantly in stock. The best seller the shop has had was William Robinson's "Ten Thousand Leagues Over the Sea."

GRAIN RACE

The vivid story of the last cargo sading ships that will ever put to see.

ALAN VILLIERS

Effective poster made by Scribners for "Grain Race"

Elise Noyes has made the Stamford Bookstore on the Connecticut coast a special head-quarters for sea books. She tells us that the mellow philosophizing of Riesenberg's "Log of the Sea" is making it a popular item in the shop right now, in fact it is the shop's current best seller.

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"With five or six yacht clubs in our immediate neighborhood here on the Sound, we were glad to secure the only nearby agency for Government charts and to stock both technical and popular sea-faring books." Mrs. Noyes writes, "We thought it would be a seasonal business but we soon found that sailors pore over charts as devotedly as gardeners read seed catalogs, and that sea books make ideal Christmas and birthday gifts for addicts.

"When the Yacht Clubs go into commission around Decoration Day, we do a display window with beautiful locally hand-decorated charts and maps and locally made ship models. No window all year draws more shoppers—both window and counter!

"We send posters to the Yacht Clubs who are very cooperative and all year new customers drift in, who have seen our sign at the Yacht Club desk or noticed our listing in all the Government catalogs of charts. The

charts are sold to us under strict regulations and all obsolete stock is credited, so there is no loss.

光 光

"Price seems of little moment at the ship book counter. Expensive books like Curry's, Grant's, Schoettle's, and Chatler's are ready sellers. We send out circulars of new sea books and find that a window devoted to a single title pays, especially if the book has a local tie-up like Muller's "Curry Was Right."

**光** 光

"What's all this I read in the *Publishers' Weekly* this week about your being a clever bookseller?" we asked Joe Titzell in his lair in the Doubleday, Doran bookshop in the Barbizon Hotel. Mr. Anonymous writes about you in the leading article in the March 4th issue.

火 火

"Well," said Joe, "I just won a second prize, \$5, in a contest offered to Doubleday salesmen for the best written sales talk on 'Ann Vickers'." "Who got first prize?" we asked, a bit skeptical. "Marjorie Morse, of the Grand Central Terminal shop, \$10. And Henry G. Castor of the Philadelphia shop won the third prize, a copy of the limited edition of 'Ann Vickers.' And our smart office boy comments that he thinks the fellow that got the third prize was the luckiest because the limited edition is now selling for \$12.50."

烂 烂

We asked Joe about some of the books he had sold by mail since that is the point made by the article, already mentioned. One book, he says, he has sold entirely by mail, to very special customers. This book, "Man Made Angry" by Hugh Brooke (Long and Smith), it was felt, could not be sold to anyone who might come into the shop and pick it up, not a book for everyone. So letters in long hand were written to those customers of the shop who would be interested in the book, saying that if the customer could stand the horror and the gore, he would find himself absorbed in a very unusual psychological crime story. The hero is a meek little man who knows all the literary celebrities and goes to all the parties, where he is always overlooked, while everyone is busy talking about a lurid series of murders. Quite a few customers were willing to take a chance on the horrors.

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"The Muting court, League from on the Tinning remines."

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Lewis Gannett's recent mention of Morison's "Maritime History of Massachusetts" in a review of new sea books brought a customer into this shop with an order for a copy. We wonder how many other shops got orders from this casual mention.

#### 姓 统

"The Sea Witch" is selling, here, and "The Mutiny on the Bounty" keeps up well. Harcourt, Brace have just issued "Ten Thousand Leagues Over the Sea" which they took over from Brewer and Warren, with new copy on the flaps and back of the jacket. Margaret Tinning, Joe's boss came in, at this point, and reminded us.

#### 光 光

A good bargain offered in the Doubleday shops is Russel Crouse's "Mr. Currier and Mr. Ives" which was \$5 now being sold for \$1.25 and the portfolio of Currier and Ives prints, which was \$5 now selling for \$3. Together they sell for \$3.79. These are displayed and sold with sea books. "British Agent" is the best non-fiction seller, Joe says. Elsie McCormick's recent character sketch

of Isabel Paterson in the Herald Tribune Magazine sent many new customers scurrying in for "Never Ask the End." "One More Spring" by Robert Nathan is another favorite.

#### 1/2 1/2

The Oxford University Press reports that nearly three thousand copies of the "Oxford Companion to English Literature" have been sold in the past five weeks. The speed gathers daily. It seems that there is no reluctance to buy a book of permanent value. Some twenty thousand post cards are being mailed by the Oxford Press to teachers all over the country, urging them to call at their bookstore to see the Oxford Companion.

#### 135 135

Those who were fortunate enough to have had a radio on February 25th would have heard three of the booktrade's famous representatives, John Macrae, Jr., Mrs. Blanche Knopf, and Critchell Rimington, discuss the dark horses which have since become best sellers, under the subtitle of "This Twelve-Year-Old Mind."



Marionettes are very popular in New York now. Edith Flack Ackley, author of "Marionettes: Fun to Make! Easy to Use!" (Stokes, 1929) has been giving Marionette shows in Dutton's Bookstore on Fifth Ave. Francis X. Howard has arranged this excellent window showing the book and Miss Ackley's Marionettes

## P. W. Form-Sheet

## Neck and Neck

- ANN VICKERS, by Sinclair Lewis. Doubleday, Doran, \$2.50.
- THE LAST ADAM, by James Gould Cozzens. Harcourt, Brace, \$2.50.
- PAGEANT, by G. B. Lancaster. Century, \$2.50
- ERIE WATER, by Walter D. Edmonds. Little, Brown, \$2.50.
- THE KENNEL MURDER CASE, by S. S. Van Dine. Scribner, \$2.
- BRITISH AGENT, by R. H. Bruce Lockhart. Putnam, \$2.75.
- VAN LOON'S GEOGRAPHY. Simon & Schuster, \$3.75.
- LIFE BEGINS AT FORTY, by Walter B. Pitkin, Whittlesey House, \$1.50
- CONTRACT BRIDGE BLUE BOOK, 1933, by Ely Culbertson. Bridge World, \$2.
- 100,000,000 GUINEA PIGS, by Arthur Kallet and F. J. Schlink. *Vanguard Press*, \$2.

- Far and away the best of best sellers. As we go to press 90,233 copies have been sold.
- Second on McClurg's last national list of fiction best sellers.
- Second at New York and Washington stores last week.
- The best fiction sales at Pettibone, McLeans's in Dayton during February.
- Followed "Ann Vickers" and "Pageant" in sales at five New York stores last week, according to the *Times*.
- The best selling non-fiction at the present in New York, Boston, Washington and Chicago.
- Second in non-fiction on McClurg's last list.
- One of the three best sellers last week in Boston, New Orleans and Chicago.
- Heads the list of non-fiction at six San Francisco stores, and third at five New York stores.
- Philadelphia's best seller last week, and second in New York and New Orleans.

## Betting Favorites

- IMITATION OF LIFE, by Fannie Hurst. Harper, \$2.50.
- OTHER WOMEN, by Katharine Brush. Farrar & Rinehart, \$2.
- THE LOVELY LADY, by D. H. Lawrence. Viking Press, \$2.
- POCAHONTAS, by David Garnett. Harcourt, Brace, \$2.50.
- THE PROVINCIAL LADY IN LONDON, by E. M. Delafield. *Harper*, \$2.50.
- JEHOL, CITY OF EMPERORS, by Sven Hedin. Dutton, \$3.75.
- HENRY ADAMS, by James Truslow Adams. Boni, \$2.50.
- THE YEARS OF THE LOCUST, by Gilbert Seldes. Little, Brown, \$3.
- MONEY CONTRACT, by P. Hal Sims. Simon & Schuster, \$2.
- MARIE ANTOINETTE, by Katharine Anthony. Knopf, \$3.

- Selling well in all sections of the country.
- Sold next to "Ann Vickers" at six Philadelphia stores.
- Another volume of short stories that is runner-up to "Ann" in New Orleans.
- Appears on the best seller list of four Washington stores for last week.
- Wanamaker's in Philadelphia, Scribner's and the Wide-Awake Book Shop in Wilkes-Barre all reported it third in fiction during February.
- Is the war in China giving new zest to the sales of this book?
- A best seller in Boston last week.
- Second printing. Showing good sales at stores in all parts of the country.
- Culbertson's chief rival, with the "Official System"
- Outsold all other non-fiction at the Wide-Awake Book Shop in February.

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## P. W. Form-Sheet

## At the Post

ARROWSMITH, by Sinclair Lewis. Modern Library, 95 c.

BIOGRAPHY, by S. N. Behrman. Farrar & Rine-hart, \$2.

THE CASE OF THE VELVET CLAWS, by Erle Stanley Gardner. Morrow, \$2.

GARRETS AND PRETENDERS, by Albert Parry. Covici, Friede, \$3.50.

GLEN HAZARD, by Maristan Chapman. Knopf, \$2.35.

HE WENT AWAY FOR A WHILE, by Max Miller. Dutton, \$2.

LOOKING FORWARD, by Franklin D. Roosevelt. John Day, \$2.50.

THE PINK HOUSE, by Louise Platt Hauck. Penn, . \$2.

SOUTH MOON UNDER, by Marjorie Kinnan Rawlings. Scribner. \$2.

STRAWBERRY ROAN, by A. G. Street. *Harcourt*, *Brace*, \$2.

UNFINISHED SYMPHONY, by Sylvia Thompson. Little, Brown, \$2.50

UNION SQUARE, by Albert Halper. Viking Press, \$2.50.

WHEN WORLDS COLLIDE, by Edwin Balmer and Philip Wylie. Stokes, \$2.

One of Lewis' best known books at an attractive price.

Currently successful plays are doing well this season, viz., your sales of "Design for Living," "Cavalcade," and "Dinner at Eight."

A mystery, slightly on the "hard-boiled" side, that meets the requirements of the disillusioned detective fan.

A history of bohemianism in America, with a wealth of material about authors and artists, and the local color of Greenwich Village, San Francisco, Boston, Philadelphia, New Orleans and Chicago in their heydays of bohemianism.

An amusing story about a murder in a sleepy little Tennessee town, which hinges its plot upon the character of the native countrymen.

A semi-autobiographical, semi-fictional book, in the mood of "I Cover the Waterfront."

The President of the United States will present his theories of government and the broader phases of his policy.

This author's romances are steadily gaining in popularity.

A story of Florida "crackers" that is real and gripping.

A novel that Marion Dodd of the Hampshire Bookshop is circularizing to all the gentlemen-farmers in her locality.

A girl brought up away from civilization is introduced into sophisticated English society.

A proletarian novel that describes the lives of a host of people living near Union Square in New York at the present time. Not cheerful.

The authors of "Five Fatal Words" produce another thriller, all about what happens when scientists discover that this earth will be destroyed.

## Dark Horses

THE FLETCHER OMNIBUS, by J. S. Fletcher. Knopf, \$2.50.

SINCE IBSEN, by George Jean Nathan. Knopf, \$1.65.

ENCORE THE LONE WOLF, by Louis Joseph Vance. Lippincott, \$2.

A GREEN BOUGH, by William Faulkner. Smith & Haas, \$1.75.

GOLD BRICK ISLAND, by J. J. Connington. Little, Brown, \$2.

THE AMERICAN GUN MYSTERY, by Ellery Queen. Stokes, \$2.

Apr. 1. Five complete detective novels.

Apr. 1. Mr. Nathan catalogs the familiar plots and characters which have been found in the popular drama since 1900. He says his intentions are serious, although readers may find the book humorous.

Apr. 6. A new adventure of a famous criminal of fiction.

Apr. 6. Poems. There will also be an autographed edition of 350 copies.

Apr. 6. An author of stories of pure detection will offer an exciting story of mystery-adventure.

Apr. 10. A popular crime writer lays his next at a Wild West rodeo, supposedly in Madison Square Garden.

### Who Will Read the Standard Novelists?

REVIVING INTEREST IN STAPLE ITEMS brings up the discussion of standard novelists; and publishers, booksellers and librarians have had occasion to reevaluate the famous names of the Nineteenth Century in the light of pres-

ent public demand.

The Public Library of Winchester, a Boston suburb, has decided to put a reading campaign back of six Nineteenth Century novelists, and has issued exciting and stimulating four-page leaflets on each of these novelists. It is of interest to note the writers selected for such promotion: Dickens, Trollope, Jane Austen, Hawthorne, Wilkie Collins, and Scott. The first page of the pamphlet arouses one's interest in the novelist, another page lists the chief books to be read, another lists criticisms, references and quotations of the author. The introduction to the Trollope pamphlet reads:

"Anthony Trollope was born in London in 1815. His father was a scholar but impractical. To make scholars of his sons was one of his ruling ideas. His mother was a clever writer of prose. They were very poor. Anthony felt the degradation of poverty at Harrow School and Winchester College where he suffered social ostracism. He had twelve years of schooling, he tells us, and never knew a lesson—'I have been flogged oftener than any

human being,' he says.

"His mother and three children went to America in an heroic endeavor to do better things, settled in Cincinnati, established a bazaar for fancy articles which proved a She exercised her keen wit upon the new world life, returned to England and published 'The Domestic Manners of the Americans,' rough, uncouth and vulgar, and she told them so, but it brought pecuniary results. Then came a novel and from now on she was the family breadwinner."

### The Sales Tax

From a proposal by Governor Lehmann of New York of a sales tax of three-quarters of one per-cent the Legislature has now shifted to a proposal of two per-cent, and the retailers are vigorously protesting. The chief argument of retail merchants is that it would have the effect of immediately interfering with business at the borderline, as people would prefer to trade across the state line. Others are proposing that the tax should be in the form of a stamp which the customer would have to purchase, thus enabling the

retailer to pass this amount on.

The same problem in different forms has come up in other states and may come up, in spite of Mr. Roosevelt's protest, in national legislation, as other taxation seems to be far less productive than was anticipated when it was levied.

### Uncle Remus vs. Coca Cola

A CASE, THE CHARACTER of which seems new in copyright litigation, appeared recently in court in the northern district of Georgia on the complaint of Mrs. Joel Chandler Harris against the Coca Cola Company. This company has used for advertising purposes a number of the Frost illustrations from "Uncle Remus, His Songs and His Sayings," with changes in illustrations and text to represent Brer Rabbit and Uncle Remus drinking a Coca Cola.

The nature of the defense is a peculiar aspect of this case. The original book was copyrighted by D. Appleton & Company in 1880. In 1895 a new edition was published with the original illustrations of Church replaced by those of A. B. Frost. On the expiration of the first term of the original copyright, Mr. Harris' widow, as is proper in such renewals, asked for the new extension of fourteen years, and, under the law passed in 1909, these fourteen years automatically became twenty-eight, extending the

copyright in the text to 1936.

In 1921 Mrs. Harris sought the extension of the term of the illustrated edition, and the Coca Cola Company which has lifted its material from this book contests the validity of this renewal. This company argues, first, that the renewal was not effective with respect to Frost's illustrations because Joel Chandler Harris was not their author and therefore his widow could not renew, and, second, that the filing of this renewal with proper title of the first edition was not recorded. This second claim came about because between the first edition of 1880 and the one illustrated by Frost in 1895 the title-page had been changed by the dropping of the words "The Folklore of the Old Plantation." The judge sitting on the case declared that this slight change in title could not in any way affect the substantial claim to the identity of the books.

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Po: Poetry

Dr: Drama

## The Weekly Record

Describes and Indexes the New Books of all Publishers in a Convenient Reference and Buying List for Bookstores and Libraries

Fi: Fiction	Hi: History	Sc:	Science
Ju: Juveniles Re: Religion	Bi: Biography Tr: Travel		Economics Business
Alexander, Irene Crooked alley. 3 The romance of tentangled in a net of	02p. D [c. '33] Phil., wo young Americans wh f mystery and intrigue in	Fi Penn \$2 ho become Granada,	and cha School. Barry,
Allen, Lucy Grace Table service; ne '33, c. '15-'33 Bost	w rev. ed. 185p. il.,	diagrs. D \$1.75	Behrma
of the Winn Two to six; suggedren. 160p. (bibls. A practical handbo	H., and Pre-Primary etka (Ill.) Public Sciestions for parents of you D.c. N. Y., Morrow ook for parents which incaining, books, poetry, m	hools oung chil- \$1.50 ludes sug-	A The New Yor Bell, En
Anderson, J. Redv Transvaluations.	vood 105p. O ['33] N. Y	Po ., Oxford \$2	
Anet, Claude Ariane. 279p. D N. Y., Knopf	(Borzoi popular dollar	b'ks) '33 \$1	N. Y., I A tale Benson,
setts, during Februa Bost., Beacon Press	gginger, D.D. its case; the Lowell Inst King's Chapel, Boston, I ry and March, 1932. 10 d reconciliation of Hum	Massachu- 63p. D c. \$2	Fool's N. Y., H Berg, L The Prentice- Bishop,
When worlds col N. Y., Stokes An exciting, image	nd Wylie, Philip lide. 352p. D'33, c. inative tale about a group years to prepare for do with the earth.	\$2 ap of sci-	Comp Wiley Blackwe Outlin Wiley Blake,
ell, pseud.]	Menry [Richard Stillm mile. 291p. il. D (pleton	Ju	Debor ginia. 2 A mys backgrou state cap

A story for boys which tells the progress in athletics and character development of a student at Hillfields

Mu: Music

Sp: Sports

Ar: Fine Arts

Barry, Philip	Dr
Holiday; a comedy in three acts. 205p	. D [c. '28,
29] N. Y., S. French	рар., 75 с.
Behrman, Samuel Nathaniel	Dr
Biography; a comedy. 241p. D [c.	32, 33]
N. Y., Farrar & Rinehart	\$2
A Theatre Guild production that is now New York.	running in

Bell, Eric Temple [John Taine, pseud.] Numerology. 194p. diagrs. D (Williams and Wilkins b'k) c. N. Y., Century \$2
A professor of mathematics in the California Institute of Technology examines the science of numerology

Bennett, Charles M.	Ju
Red Pete the ruthless.	285p. front. D [c. '33]
N. Y., Dutton	\$1.75
A tale of pirates and buri	ed treasure, for boys.

Benson, Thérèse, pseud.					Fi
Fool's gold. 296p. D (C	opyright	fic	ction	[c.	'32]
N. Y., Burt					75 c.
Berg, Louis, M.D.					Sc
The human personality.	321p.	D	33	N.	Y.,

Prentice-Hall	\$3
Bishop, A. Thornton Composition and rendering. 130p. Q '33	Ar N. Y.
Wiley	\$2.75
Blackwood, Oswald H., and others	Sc

Diackwood,	Oswaid	i ri., and	1 otne	rs		SC
Outline of	atomic	physics.	348p.	0	33	N. Y.,
Wiley						\$3.50
DI I CI						Y

Blake, Gladys Deborah's discovery; a mystery tale of old Virginia. 28op. il. D c. N. Y., Appleton \$2

A mystery story for girls and boys told against a background of life on a Virginia plantation and in the state capitol in the 18th century.

This List aims to be a complete and accurate record of American book publication. Publishers should send copies of all books promptly for annotation and entry, and the receipt of advance copies insures record simultaneous with publication. The annotations are descriptive, not critical; intended to place, not to judge the books. Pamphlet material and books of lesser trade interest are listed in smaller type.

The entry is transcribed from the title-page when the book is sent for record. Prices are added except when not supplied by publisher or obtainable only on specific request, in which case the word "apply" is used. When not specified the binding is "cloth."

Imprint date or copyright date is always stated, except when imprint date and copyright date agree and are of the current year, in which case only "c" is used. No ascertainable date is designated thus:

Sizes are indicated as follows: F (folio: over 30 centimeters high); Q (4to: under 30 cm.); O (8vo: 25 cm.); D (12mo: 20 cm.); S (16mo: 17½ cm.); T (24mo: 15 cm.); sq., obl., nar., designate square, oblong, narrow.

\*indicates a translation from a foreign language, a key used at the request of the International Institute of Intellectual Cooperation of the League of Nations.

#### Carr, Wilbert Lester, and Hadzsits, George Bland, John Otway Percy Depue China: the pity of it. 368p. O '32 Garden City, The living language; a Latin book for beginners. N. Y., Doubleday \$2.50 414p. (bibl.) il., maps D [c. '33] Bost., Heath Bonnard, Abel The art of friendship; tr. from the French by Cather, Willa Sibert Perlie P. Fallon [foreword by Abbé Ernest Dimnet]. O pioneers! [new ed.] 308p. D '33, c. '13 Bost., 158p. D c. N. Y., Simon & Schuster An essay on friendship. Houghton Bottome, Phyllis [Mrs. Ernan Forbes-Dennis] Chamberlain, George Agnew The auction. 296p. D [c. '32, '33] Ind., Bobbs-The advances of Harriet. 313p. D c. Bost.. Houghton The story of a self-made mining engineer and his marriage with a sophisticated New York girl. To remove Harriet, a very impulsive English girl who falls in love too readily, from the scene of some of her indiscretions, she is sent to Paris and promptly falls in love with a Frenchman on the Channel boat. Chamberlayne, John Hampden Ham Chamberlayne-Virginian; letters and papers of an artillery officer in the war for southern Bourget, Frank E., and Tobin, E. J. independence, 1861-1865; ed. by C. G. Chamberlayne. 400p. il., maps O '32 Richmond, Va., Dietz Red book of contract bridge. 6op. S c. Chic., A. Whitman pap., 50 c. A digest of all the popular systems of contract bridge. Boyd, Charles Newell Chapman, Maristan, pseud. [Mary and Stanley Organ accompaniment and registration; 2v. 135p., Chapman] Glen Hazard. 322p. il. D c. N. Y., Knopf \$2.35 Since Bill Woody, a generally disliked figure, was murdered in the sheriff's own office, the sleepy little east Tennessee town of Glen Hazard and the sheriff himself really had to act. 131p. il. F '32 Phil., Theo. Presser Bragdon, Claude Fayette An introduction to Yoga. 107p. S c. N. Y., Knopf \$1 An introduction to Oriental philosophy for the lay-man with instructions for undertaking "kingly" Yoga, the only kind the author recommends. Child, Nellise Murder comes home. 330p. front. (diagr.) D c. N. Y., Knopf \$2 A California murder mystery which looked like suicide to the police till Detective Jerry Irish turned up with the cryptic letter the murdered man had written, Brand, Max Valley vultures. 316p. D (Copyright fiction) [c. '31, '32] N. Y., Burt 75 C. saying that his life was threatened. Branom, Frederick Kenneth Coburn, Walt Our land and far lands. 268p. il. (pt. col.), maps, Barb wire. 352p. D (Copyright fiction) [c. '31] diagrs. O (Social geography ser.) '32 N. Y., W. H. N. Y., Burt 75 C. lea. cl., \$1.25 Cochran, Negley D. Bridges, Robert E. W. Scripps. 325p. il. O [c. '33] N. Y., Har-Three friends; memoirs of Digby Mackworth Dolben, Richard Watson Dixon, Henry Bradley. The life of the late American newspaperman, one of the owners of the Scripps-Howard chain. 243p. D ['33] N. Y., Oxford Cochran, Samuel Lodge Brown, Carol Simon Kenton. 156p. il. D [c. '32] Fort Worth, The secret marriage. 320p. D (Copyright fiction) Tex., Author, 820 Thomas Pl. [c. '33] N. Y., Burt The romance of pretty Joan Logan, fashion artist, and debonair Jerry Meigs \$2 '33] N. Y., Burt Fi Connell, John Who goes sailing? 281p., D '33 Bost., Little, Butterfield, Kenyon Leech \$2 The Christian enterprise among rural people. Fi Conquest, Joan [Mrs. Leonard Cooke] 247p. (bibl. footnotes) D (Cole Lectures, 1932) [c. The desert's secret. 320p. front. (map) D [c. '33] '33] Nashville, Cokesbury Press An outline of the distress and needs of the "rural billion" throughout the world, with a program of rehabilitation and an appeal to the Christian church to make the cause of the rural masses its own. Y., Macaulay The romantic story of a woman's perilous search in the Sahara Desert for her lover who had been kidnapped and enslaved in the desert salt mines. Clayton, E. E., and Gaines, John G.

American law reports annotated, v. 81; ed. by George H. Parmele and others. 163op. '32 San Francisco. Bancroft-Whitney Co. buck, \$7.50

Beck, James M., and Reeves, Jesse S.

The powers of Congress. 13p. O (Gov't ser. 3, lecture no. 5) '33 [Chic.] Univ. of Chic. Press pap. apply

Beekman, Fenwick

Office surgery. 402 '32 Phil., Lippincott 402p. il. D (Everyday practice ser.

Bond, Marjorie N.

Adventures in reading, fifth series, current books, 1931-1932; an outline for individual and group study. 44p. (bibls.) O (Univ. of N. C. Ext. bull., v. 12, no. 6) c. Chapel Hill, N. C., Univ. of N. C. Press pap., 5oc.

Downy mildew of tobacco. 7p. il. O (U. S. Dept. of Agri. circular no. 263) '33 Wash., D. C. [Gov't Pr. pap., 5c.

Conger, Gladys Pelton Comprehensive guidebook for social science in the fourth grade (history, civics and geography). 83p. maps Q '32 Oklahoma City, Okla., Harlow Pub. Co.

Comprehensive guidebook for social science in sixth grade (geography). 75p. maps Q '32 Oklahoma City. Okla., Harlow Pub Co. pap., 50c.

Comprehensive guidebook for social science in seventh 103p. maps 1b. Co. grade (pt. 1, geography; pt. 2, history). 10 Q '32 Oklahoma City, Okla., Harlow Pub. pap., 45c.

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Foreign policy from a back bench, 1904-1918; a
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Cutsforth, Thomas D.

The blind in school and society; a psychological study. 282p. (8p. bibl.) D [c. '33] N. Y., Appleton

A psychological study of the blind which criticizes present aims and methods in the education of the blind.

Dante Alighieri

The divine comedy of Dante Alighieri; tr. [from the Italian] by Melville Best Anderson. 518p. F (Officina Bodoni) '33 N. Y., Lim. Eds Club
\$10, to members

Deane, Hamilton, and Balderston, John L. Dr Dracula; the vampire play in three acts; from Bram Stoker's world famous novel, "Dracula." 109p. il., diagrs. D (French's standard lib. ed.) c. '27, '33 N. Y., S. French pap., 75 c.

De La Roche, Mazo
Explorers of the dawn. 258p. D'33, c.'22 N. Y.,
Knopf
This story has been out of print.

Demarest, William Henry Steele, comp. Hi
The anniversary of New Brunswick, New Jersey,
1680-1730-1930. 426p. il., map O '32 New Brunswick, N. J., Anniversary Committee, Box 16
Describing in detail the anniversary celebration.

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Introductory college chemistry. 590p. O '33
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Stories you can sell [fiction writing]. 282p. D
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Follett Pub. Co.

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A study of English word-values, statistically determined from the latest extensive word-counts; pro-

viding teachers and students with a means of distinguishing indispensable, essential and useful words from special words. 276p. S ['33] N. Y., Oxford

Fechet, Major General James E.

Flying [foreword by Eddie Rickenbacker]. 147p. front. (por.) D (Century of progress ser.; Williams and Wilkins b'k.) c. N. Y., Century \$1 Information on the history, science and art of flying by the former chief of the United States Army Air

Corps.

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Problems in machine drawing. 194p. diagrs. obl.
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Final report of the Commission on Medical Education. 560p. (bibl. footnotes) O ['33]
N. Y., [Columbia Univ. Press]
A study of the educational principles involved in medical education and licensure by a commission organized by the Association of American Medical Colleges.

Fleisher (Edwin A.) music collection Mu in the Free Library of Philadelphia, The. [lim., numbered ed.] 515p. il. O c. Phil. [Edwin A. Fleisher Music Coll., c/o Free Lib. of Phil.]

buck., \$15 A catalog of this music collection, which gives biographical data about the composer of each item, the instrumentation, and numerous other facts about each composition.

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Williams Watts Folwell; the autobiography and letters of a pioneer of culture; ed. by Solon J. Buck. 287p. il. O c. Minneapolis, Univ. of Minn. Press \$3 William Watts Folwell was the first president of the University of Minnesota.

Ford, Ford Madox [originally Ford Madox Hueffer] Fi
The rash act; a novel. 38op. D c. N. Y., Long & Smith \$2.50

A psychological novel in which a man changes his identity without changing his nature. Set in America and France.

Frankau, Gilbert

The lonely man. 318p. D [c. '33] N. Y., Dutton

A romance of love and the Secret Service that is laid in Turkey and in England.

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The case of the velvet claws. 310p. D c. N. Y.,

Morrow

A criminal lawyer, Perry Mason, handles the case
of blackmail and murder that the beautiful unknown
lady brought him, in hard-boiled style.

Gilmartin, John G.
Gilmartin's word study. 159p. S '33 N. Y.,
Prentice-Hall 48 c.

Goodrich, Lloyd

Thomas Eakins, his life and work. 297p. (3p. bibl.) il. Q c. N. Y. [Studio Pub'ns] buck., \$10

A biography of a great American artist and a critical study of his work, together with a complete catalog of his works and many reproductions of his pictures.

Donovan, Herbert Darius Augustine, and Cooley, Charlotte C.
Current European history. 128p. diagr. D '32
N. Y., Oxford B'k Co.
pap., 48c.

Doran, Marie
A ghost of a chance; a comedy in one act. 38p.
diagr. D c. '33 N. Y., S. French pap., 3oc.

Eaby, Juanita

The rainbow is within [spiritual confession]. 37p.
S [c. '32] Chic., Author, P. O. Box 1879 pap., 50c.

Gilson, Mary B.

Unemployment insurance. 32p. (bibl., bibl. footnotes) D (Public policy pamphlets no. 3) [c. '33] Chic., Univ. of Chic. Press pap., 25c.

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Growth and development of the child; pt. 2, Anatomy and physiology; report of the Committee on Growth and Development. 65op. (bibls.) diagrs. O (White House Conf. on Child Health and Pro- tection, sect. 1, medical service) [c. '33] N. Y., Century \$4	Homan, Helen Walker  By post to the Apostles. 271p. O [c. '31-'33]  N. Y., Minton, Balch  Letters, addressed to the Apostles, in which the author speculates upon some points in their lives or characters which are obscure.
Haggard, Sir Henry Rider  The favorite novels of H. Rider Haggard; I v. ed. 728p. O [c. '28] N. Y., Blue Ribbon B'ks \$1 An omnibus volume of five complete novels—"Cleopatra," "She," "King Solomon's Mines," "Allan Quatermain" and "Maiwa's Revenge."	Hughes, Langston  Not without laughter. 324p. D (Borzoi popular dollar b'ks) '33 N. Y., Knopf  Hume, A. M. S.  Bi
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Good, Marian Bigler	the method of selecting representative counties, by I. S.

Good, Marian Bigler
Some musical backgrounds of Pennsylvania. 101p.
O [c. '32] Carrolltown, Pa., Carrolltown News Press
pap., apply

[Gregg, Abel J.]
Why are there rich and poor? 48p. (bibl. footnotes) diagrs. D [c. '32] [N. Y., Ass'n Press]

Guild, C. St. C., M.D.

Surveys of the medical facilities in three representative southern counties; with a statistical appendix on

the method of selecting representative counties, by I. S. Falk. 190p. maps, diagrs. O (Com. on Costs of Medical Care, pub'n no. 23) [c. '32] Chic., Univ. of Chic. Press

Howlett, Rev. Walter M., and Lewis, Joseph
Shall children receive religious instruction? a debate.
28p. D [c. '33] N. Y., Free Thought Press Ass'n
pap., 25c.

Hutzel, Eleonore L., and Macgregor, Madeline I.

The policewoman's handbook. 309p. (11p. bibl.) D.
c. N. Y., Columbia Univ. Press

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Jones, Theodore Francis, ed.

New York University 1832:1932. 473p. (6p. bibl.) il. (pt. col.), maps (pt. col.) O c. N. Y., N. Y. Univ. Press
A centenary history.

Jordan, Gerald Ray
Courage that propels. 182p. O [c. '33]
Nashville, Cokesbury Press
Fifteen messages of courage and faith.

Joseph, Father (Rev. Joseph Claude Crookston)

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Kenton, Edna

With hearts courageous. 313p. il., maps O [c. '33]

N. Y., Liveright

An account of the adventures and courageous work of the French Jesuit missionaries who came to America as early as 1611. For children.

Kenyon, Frederic G.

Books and readers in ancient Greece and Rome. 142p. il. D [c. '33] N. Y., Oxford \$1.50

Keverne, Richard Fi
The Fleet Hall inheritance. 314p. D (Copyright fiction) [c. '31] N. Y., Burt 75 c.

Kippis, A.

Captain Cook's voyages. 410p. il. D (Blue jade lib.) '33 N. Y., Knopf \$1

Klickmann, Flora [Mrs. E. Henderson-Smith]

Delicate Fuss. 359p. D '33 N. Y., Putnam \$2
The romance of Hester Prue, a somewhat stodgy,
young London editor, who loses her job and suddenly
"steps out" in Canada as a gay woman of the world.

Knoblock, K. T. Fi
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Landon, Louise, pseud. [Mrs. Louise Platt Hauck, Lane Archer, Peter Ash, pseuds.]

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Lee, Roger Irving, M.D., and others

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An outline of the fundamentals of good medical care and an estimate of the service required to supply the medical needs of the United States.

Lenin, Nikolai [originally Vladimir Il'ich Ul'ianov]

State and revolution; Marxist teaching about the theory of the state and the tasks of the proletariat in the revolution; rev. translation [from the Russian]. 103p. (bibl. footnotes) O [c. '32] N. Y., Internat'l Publishers \$1.50

Lewis, Sinclair [Tom Graham, pseud.] Fi Arrowsmith. 458p. S ['33, c. '24, '25] N. Y., Modern Lib. flex. cl., 95 c.

Life of George Crabbe (The), by his son; Bi introd. by E. M. Forster. 346p. T (World's classics, no. 404) ['33] N. Y., Oxford 80 c.

Linderman, Frank Bird Ju Stumpy. 147p. il. O [ c. '33] N. Y., John Day

The story of a Montana chipmunk's life, told in his own words for boys and girls from 6 to 10.

Luckiesh, Matthew

The book of the sky; journeys in cloudland on the wings of experience and knowledge; rev. and enl. 347p. il., diagrs. D '33, c. '22, '33 N. Y., Dutton \$3

Lumpkin, Katharine Dupre

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coast ports. 53p. O (Univ. of Ore. studies in business no. 14) '32 Eugene, Ore., Univ. of Ore. Press pap., apply

McMurtrie, Douglas C.
Pioneer printing in California [lim. ed.] 4p. il.
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Jerry Thayer and Bill Adams had many madcap adventures as partners in love and a real estate business in Hollywood before they acquired wealth and decided on marriage.

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Mercer, Frank Alfred, ed.

Gardens and gardening; The Studio gardening annual, 1933. 128p. il., diagrs. Q ['33] N. Y., Studio Pub'ns \$3.50; pap., \$2.50

Photographs of gardens from twelve countries, and of some new and lesser-known flowers, and articles on "Flowering Shrubs" by Lucy H. Joshua, "Small Gardens for Pleasure and Profit" by V. N. Solly, and "Perennials in the Modern Garden" by D. H. Moutray

Miller, Max

He went away for a while. 248p. D c. N. Y.,

The story of a reporter's vacation in a shack by the Pacific, of his thoughts, and moods, and experiences alone, away from everyday existence.

Mirsky, Prince D. S.

Contemporary Russian literature. 372p. D (Borzoi popular dollar b'ks) '33 N. Y., Knopf

Mitchell, Pryce Deep water; the autobiography of a sea captain. 342p. il. O (Atlantic Mo. Press b'k) c. Bost., Little,

A record of the author's adventures on the high seas from the time of his first voyage on a clipper at the age of sixteen down through the years until he was captain of a Pacific liner.

Moorhead, Elizabeth The forbidden tree. 336p. D [c. '33] Ind., \$2 Bobbs-Merrill

A university instructor is the central figure for a novel based upon the clash of ideals and circumstance.

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An account of the life, work and message of Rev.
Charles E. Coughlin, well-known Catholic priest of
Royal Oak, Michigan. Nelson, Victor F.

Prison days and nights; introd. by Abraham Myerson, M.D. 305p. front. (por.) O '33, c. '32, '33 Bost., Little, Brown

A man who has spent twelve and a half of his thirty-four years in various prisons tells what prison life is

Nervaud, Marie de Scarum. 323p. D [c. '33] N. Y., Duffield &

Scarum, the twelve-year-old daughter of a western cattle rancher, has many adventures and helps bring romance to her pretty school teacher.

Neukrantz, Klaus Barricades in Berlin. 182p. D [n.d.] N. Y., Internat'l Publishers A novel written from actual events in a Berlin working class street during the May Day barricade battles,

New Missal for every day (The); a com- Re plete Missal in English, with introd., notes, and a book of prayer by Rev. F. X. Lasance; rev. ed. 1400p. front. T '32 N. Y., Benziger \$2

Nicoll, Allardyce

British drama; an historical survey from the beginnings to the present time; rev. ed. 549p. (6p. bibl., bibl. notes) il. O [c. '25] N. Y., Crowell

Ogden, George Washington Men of the Mesquite. 296p. D (Copyright fiction) [c. '22, '32] N. Y., Burt

Ohlson, Harold Fi Beggars would ride. 315p. D [c. '33] Crowell \$2

When Georgina takes a post as private secretary she finds a surprising combination of mystery, hard work and romance to deal with, in this English comedy.

O'Neill, Eugene Nine plays by Eugene O'Neill. 867p. O N. Y., Liveright

Parmenter, Christine Whiting [Mrs. Kenneth R. Parmenter] Shining palace. 289p. D [c. '33] N. Y., Crowell

Forced to support her invalid husband and her three children, Nora tries to make the old barn on the Maine coast her "shining palace."

Parry, Albert

Garrets and pretenders; a history of Bohemianism in America. 399p. (10p. bibl.) il. O c. N. Y., Covici, Friede An anecdotal history with particular attention given to Bohemian life and personages in New York, Chicago, Boston, San Francisco, Philadelphia and New Orleans since the time of Edgar Allan Poe.

Using soil-binding plants to reclaim gullies in the South. 17p. (bibl. footnotes) il., map O (Farmers' bull. no. 1697) ['33] [Wash., D. C., Gov't Pr. Off.; Sup't of Doc.] [Meginnis, H. G.]

Miller, Ben F.

The new world with a silver lining [American irrency]. 46p. front. (por.) S [c. '33] Slaton, Tex., currency]. 46p. front. (po Author, Route 1, Box 95

Miller, R. L., and others

Effect of lead arsenate insecticides on orange trees in Florida. 20p. (bibl.) diagrs. O (U. S. Dept. of Agri. technical bull. no. 350) '33 Wash., D. C. Agri. technical bull. no. 350) [Gov't Pr. Off.; Sup't of Doc.]

Molecular theory of matter; a guide for use with the educational sound picture, "Molecular Theory of

30p. (2p. bibl.) il. D [c. '33] Chic., Univ. of Chic. Press pap., 35c.

Morse, Mary Elizabeth, M.D., and Frobisher, Martin, jr., M.D.

Bacteriology for nurses; 4th ed. 409p. il. D '32 Phil., Saunders

Nourse, Edwin G., and others
Don't break the farmer's back. 14p. O (Economics ser. presentation no. 10) '33 [Chic.] Univ. of Chic.

Oxidation and reduction; a guide for use with the educational sound picture, "Oxidation and Reduction." 31p. (2p. bibl.) il. D [c. '33] Chic., Univ. of Chic. Press

Pease, Mrs. T. G. J. Tasty sandwiches. Author, 325 Harrison St. D c. '32 Anoka, Minn., Patterson, Innis

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Preyer, David Charles, and Adlow, Dorothy Ar The art of the Metropolitan Museum of New York; new rev. ed: 481p. il., diagrs. O [c. '09, '33] Bost., L. C. Page Proceedings of the National Conference of Social Work (formerly National Conference of Charities and Correction) at the fifty-ninth annual session held in Philadelphia, Pennsylvania, May 15-21, 1932. 704p. (bibl. footnotes) front. (por.) O [c. '33] Chic., Univ. of Chic. Press Rawlings, Marjorie Kinnan South moon under. 334p. D c. N. Y., Scribner A novel depicting the simple, primitive life of the slow and lank Southerners who live in the scrub country of Florida's interior. Reed, Meredith Skylark. 339p. D [c. '33] N. Y., Crowell \$2 Ainslie's life with her father in a New Hampshire country parish is quiet and happy until the urge to go on the stage, inherited from her mother, drives her

The Standish Gaunt case; a Sebald Craft story.

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A MONTHLY DEPARTMENT

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LITTLE IS KNOWN of the stability of modern record papers under ideal storage conditions and practically nothing of the resistance of papers to the storage conditions as they usually exist, complicated by atmospheric influences arising from congestion of population and industrial development. The whole field of the preservation of records should be explored and the Bureau of Standards took this viewpoint in planning its research.

### How Can Paper Be Tested?

Records of past performance cannot be used to predict the useful life of papers because experience of this kind is too limited, nor can we afford to await the results of centuries of aging; therefore one of the first steps was to find test methods by means of which the relative stability of papers could

\* Publication Approved by the Acting Director of the Bureau of Standards of the U. S. Department of Commerce. be predicted without awaiting the results of natural aging. Since it was known by experience that the methods commonly used for evaluating record papers were deficient, new methods were developed and old ones improved. The procedure evolved for the purpose and in use at present includes:

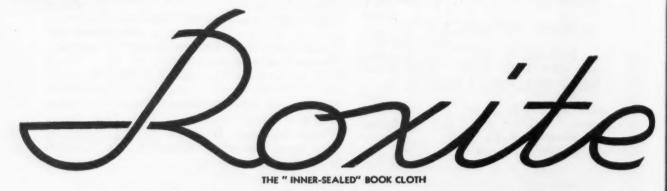
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Measurement of components that may exert a harmful influence such as rosin and acid.

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It is quite generally accepted that these properties are closely related to permanence; but to be able to fix the outside limits for such properties it is necessary to use some kind of accelerated aging test. The Bureau uses the heat test. Exposure to light is used by some other investigators, but the heat test is more convenient and apparently gives the same information on the relative stability of papers as the light test. The validity of any accelerated aging test probably cannot be conclusively established until predic-

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tions based on results obtained with it are compared with the effects of natural aging. The Bureau has made such comparison of all grades of fine writing papers stored 3 to 4 years under normal conditions and the concordance obtained, even in that short time, was considerably better than was anticipated.

The Bureau has published the results of tests made by the procedure described, of 40 fibrous products, and 130 writing and book papers made commercially from them, and covering quite well all grades of such papers in current use. This work served to define tentatively the relation of the components of the papers to their stability as judged by the testing procedure used. More precise data of this kind are being obtained by papermaking experiments in the Bureau paper mill where, under carefully controlled conditions, each factor is isolated and its effect studied independently. Information of this kind on the manufacture of bond papers from the various grades of wood fibers has been obtained and some of it already published; similar studies of the use of various grades of rag fibers for this purpose are in progress.

### Purity of Materials

The extensive data already accumulated in these tests have quite definitely defined the relation of many of the materials used to the stability of the papers. The basic thing for permanence is a high degree of fiber purity. It is not sufficient simply to start with a fiber of high purity in making permanent papers, as the best fibers can be and often are ruined, as far as permanence is concerned, by mistreatment in the chemical or mechanical processes. On the other hand, by careful technical control, very stable papers can be produced from relatively low grade fibrous materials.

Evidence has been obtained of the bad effects, even on very pure fibers, of too much acid, rosin and iron. Some of the papermaking materials were found, however, to act apparently as a protective medium for the fibers; evidence to this effect was obtained for glue and starch used as surface sizings, and for china clay used as coating or filler.

The Bureau believes from its findings that, for the present at least, the purity of papers, both in respect to the cellulosic purity of the fibers and the amount of deteriorating chemicals associated with them, together with some kind of accelerated aging test for stability, should all be taken into account in any attempt to classify papers for record use.

### Polluted Atmosphere Weakens Paper and Daylight Injures Paper

A survey of the condition of the paper of books and other forms of records in libraries in various localities gave, in addition to other information, unmistakable evidence that polluted air is a distinct hazard in the life of record papers. In industrial regions where acid-forming fumes, mainly sulphur dioxide from combustion of fuels, are plentiful, the papers were almost invariably in a poorer state of preservation than those stored in more favored localities. With this as a starting point, the investigation was then taken to the laboratory. Various grades and types of writing and printing papers were exposed to air containing sulphur dioxide in a cabinet specially devised for accurate control of the amount of the acid-forming gas, and of the temperature and humidity. The changes in the physical and chemical properties of the papers were then measured. On exposure for only ten days to air containing an amount of sulphur dioxide not greatly exceeding that found in some of our cities, the papers became strongly acid and were greatly weak-Some papers lost as much as onefourth or more of their original folding endurance. One of the most disturbing features of these findings is that the higher grade papers were in general weakened the most. The weakening was accompanied by changes in the cellulosic components of the papers that indicated a breaking down of their fiber structures.

Recently a third and possibly more convincing link in this chain of evidence against polluted air was completed. This consisted in tests of paper from publications collected in duplicate from various libraries. results of these tests showed a very striking correlation with the results of the Without exceplaboratory experiments. tion, the paper of publications stored in industrial areas had higher acidity, showed greater deterioration of fiber, and was weaker than the paper stored in localities having purer atmospheres. These findings have led to the recommendation that in addition to controlling the temperature and the humidity of library air, it be given an alkaline wash to remove acid. It is planned to give similar

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There is not a general realization of the strong deteriorative effect of daylight, and much remains to be done to find the best means of combating its action. Record papers of various grades exposed at the Bureau to direct sunlight for a period of only 100 hours on each side lost from 25 to 63 per cent of their original folding endurance. The relation of the paper components to this deteriorative action is being studied by means of papers made in the Bureau mill. Rosin and iron have been found to be effective allies of light in its destructive effect. Various means of reducing the action of light by the use of various types of electric lamps and other measures are being studied.

## The Evidence of Old Papers

The tests of old publications and manuscripts have yielded interesting information on the permanence of various kinds of papers. The more ancient papers tested, dating from the 5th century to the start of manufacture of the modern types of paper, appear to have been generally permanent irrespective of the types of fibers contained; such papers have been found to be made variously of bamboo, mitsumata, ramie, cotton and linen. The

period of use of the modern types of papers does not extend back more than a hundred years or so, therefore they have not had a very extensive service test; but some papers composed of rag, esparto, straw, and wood fibers, that had been chemically purified, and which date back to near the initiation of the use of these fibers, have been found to be in excellent condition. Modern papers containing crude fibers such as ground wood are almost invariably in bad condition.

## Further Research Required

The present studies outlined should yield considerable information on means: first, of making the most stable papers possible from the present raw materials and with the present processes; second, on means of protecting papers to some extent from external deteriorative influences. Both branches of the research point to the desirability of further studies to find means of making paper more resistant to both internal and external sources of deterioration. Greater purification of paper in respect to reactive substances such as bleach residues, acid and Supplementary metals, may be helpful. treatments, such as incorporation of antioxidants or the use of protective coatings, may well be investigated.

# Books about Bookmaking

## DR. HELLMUT LEHMANN-HAUPT

#### BOOK ILLUSTRATION

THE STUDIO PUBLICATIONS, INC., has started to publish a "How to do it" series, which is to be a collection of practical craft books. Some of the volumes will no doubt be welcome on the book designer's shelf as well as by the art student and collector. They differ from similar existing books by the liberal inclusion of very good photographs and illustrations of the various tools, materials, and methods employed in the processes described. In addition they contain representative examples of outstanding artists. Thus the series as a whole represents distinct progress in its held. The individual volumes will naturally be found to differ in quality, but many of them are excellent.

Wood-Engraving and woodcuts by Clare Leighton. "How to do it" Series No. 2. London & New York, The Studio Publications, Inc., 1932. \$2.50.

Clare Leighton is not only one of the leading wood-engravers of the contemporary English school, but is also an excellent teacher. An examination of the book reveals her intelligent and sympathetic approach to the matters of technique and craftsmanship as well as to the delicate problems of interpretation and appreciation. This is what will make the book acceptable to both the maker and the lover of wood-engraving.

It is interesting to read that the authorartist, although acknowledging the predominance of wood-engraving among today's book illustration methods, is somewhat sceptical about its use for that purpose. "Working for book reproduction," she says, "is distinctly hampering. The artist must always restrict himself to the required dimensions. Worse still, he must adjust his temperament and outlook too much to the book to be illustrated. Above all, he must only engrave the kind of work that will reproduce mechanically without loss to its quality. Any original effects of printing, too, are impossible when the block has to be handed over to the professional printer, and very fine white lines are apt to get clogged with ink."

MAKING AN ETCHING by Levon West. "How to do it" Series No. 1. London & New York, The Studio Publications, Inc., 1932. \$2.50.

This volume is mentioned more as a companion to Clare Leighton's book than for its bearing upon bookmaking problems, which is negligible. The photographs of tools and materials, by Lazarnick of New York, are excellent. But the final section: "Sixteen well-known etchings analysed," seems somewhat to lack organization. Of course it is not easy to select a number of prints which will be representative of a variety of possible technical devices as well as of the best artistic qualities to be found in modern etchings. All the same, there is too much second rate work among these sixteen prints to give a real idea of the possibilities of the rule medium.

A number of publications on different modern and older schools of book illustration have come to hand and they are listed in reverse order, that is to say, the ones dealing with recent developments first, the older ones later.

THE WOODCUT IN THE ILLUSTRATED BOOKS OF SOVIET RUSSIA by *Paul Ettinger*. In: The Book Collector's Quarterly, No. IX, January-March, 1933.

Apart from the English, it is perhaps the Russian group of contemporary wood-engravers which deserves the closest attention for the liveliness, the skill, and the variety of their work. Throughout the ages wood-engraving has been a natural gift of the Russian people. Today it is in unlimited demand for popular, inexpensive editions of old and new literature (Dickens featuring conspicuously among the former), and in the wonderful Russian children's books. Paul

Ettinger, who lives in Moscow, gives an interesting and informative sketch of the various schools and personalities. The article has a somewhat tantalizing effect. One's appetite is whetted by the author's clever recommendations, but it will be found very difficult, if not impossible, to obtain from the article actual information as to the titles and dates of the books mentioned, so that the possible purchaser is left with no guidance as to how and where to acquire some of the items for his own use.

UN GRAND ÉDITEUR DU XIX<sup>e</sup> SIÈCLE: LEON CURMER by *Maurice Cloche*. In: Arts et Métiers Graphiques, No. 33.

A fascinating account, in French, of one of the great Parisian publishers of a hundred years ago, who feared no expense of time and money in order to have a book printed and illustrated in the way he felt it ought to be done. Curmer was among the first to receive the art of wood-engraving with openarms as it appeared in France after its successful revival in England. Some of the sums paid to artists and engravers sound fabulous, even to typographers of pre-depression days. But it seems that Curmer was amply rewarded. He was known in his day as "the deluxe publisher within the reach of everyone."

DIE BUCHILLUSTRATION DES XVIII. JAHRHUN-DERTS IN DEUTSCHLAND, ÖESTERREICH UND DER SCHWEIZ by Maria Lanckorońska and Richard Oehler. Part One. Leipzig, Insel-Verlag, 1932.

The first part of a monumental publication devoted to book illustration in the German speaking countries during the eighteenth century. The very difficulties that have stood in the way of such a task for many years have now become qualities that distinguish the present work and make it interesting. Unlike France, with Paris as the undisputed center of intellectual and artistic life in all its manifestations, Germany has ever been the composite, politically and culturally, of a great number of different traditions and tendencies. In the field of book illustration this has resulted in a variety of local schools that is delightful and surprising where it is not too provincial. The many reproductions of the best work done in the period, which excelled in delicate and elegant copper engravings, make the volume a very enjoyable possession.

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Culbertson's publishers "bid" INTERLAKEN



Ely Culbertson's Contract Bridge Blue Book of 1933 has now sold through almost three editions of 25,000 each, in the United States alone. The Bridge World reports that at its present selling rate it will very likely surpass the previous Blue Book record of one quarter million. This figure is without benefit of Canadian and foreign editions.

# — and make a grand slam: 75,000 copies since publication this January!

Interlaken's HYCO, selected by Mrs. Ely Culbertson herself, binds the 1933 Blue Book. She liked the fineness of texture, the evenness and beauty of the special light blue color, of this Interlaken grade. And the publishers agreed, knowing that (although their customers would buy Culbertson's Blue Book no matter how it was bound) Hyco makes an important book serviceable and attractive as well.

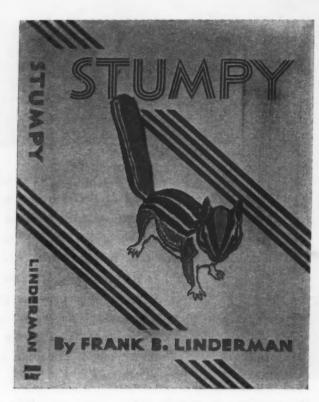
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# Full Trim: A Bias on Current Bookmaking

**EVELYN HARTER** 



The very attractive jacket for "Stumpy" printed in orange and black on tan paper

WE HAVE JUST RETURNED from the catacombs. We did not have to fumble our way down mouldy stairs, but instead were taken briskly in an elevator to one of the higher floors of an uptown office-building. There we were allowed to inspect the bones of some 30,000 sad unwanted books. Poor things-they never found a home during their natural life, and now it will be difficult for them to find decent interment. There were some good titles, too; no one will ever know what errors in judgment -overprintings, or bad distribution-brought them there (we picked up a George Moore autographed edition of his letter to Dujardin, and Marrot's book on the Bulmer and Bensley types). Some were well-made books, and some were not, and it was this that set us to thinking again of a question Mr. Hazen of Century asked at the last Book Clinic, a question which demands an answer.

He asked if anyone had ever made a tabulation of the sales of books in the eleven 50 Books Shows we have had since 1922. On the face of it, it is plain that the more trade books selected, the higher the total. It is also possible to think of occasional books in the show which would improve the total in a gratifying way, such as "Ex-Wife," with its 60,000 copies. But this is not the sense of the question. It is the old moot argument over whether the appearance of a book improves its sales possibilities.

If we had what would be called in a laboratory controlled conditions, we might be able to find out what effect, if any, difference in format has upon sales; if, for instance, we could have two publishers issuing a book in their characteristic manner, but at the same price, with the same publicity, and the same sales facilities. But this is impossible. We know only that the human eye gravitates toward the comely and the well-groomed, in books as in people and houses.

But it might not be out of order to suggest another smaller aspect of the situation which several of our shrewder publishers have sensed. This is the mental set of a reviewer toward a book, and toward a publisher's list. Reviewers are usually quick to disown any interest in the format or appearance of a book. Yet they are people of discrimination, and they would not be human if, on receiving a succession of decently made, well-groomed books from a certain house, they did not unconsciously consider the content of the books a little more seriously. If a book has been made with thought and dignity, it cannot be pushed on at once to the "tripe" pile. If the frame of the book can induce the reviewer to look inside carefully, the book will have that much more chance of being brought to the attention of the public, and of being sold.

In "The Black Girl and Her Search for God" (Dodd, Mead) we have evidence of an author's interest in bookmaking. Stanley Morison says that when a Shaw book is ready

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A page from Shaw's "The Black Girl" with one of John Farleigh's striking woodcuts

for production in England, Shaw himself calls in the printer, consults with him as to the materials to be used and the artist to be engaged, decides upon the size of the edition, and in every way sees the book through the press. "The Black Girl," with its striking wood cuts by John Farleigh, is a most successful outcome of this unorthodox procedure.

Stanley Morison has gone back to England, but we are still blushing for the reception accorded his very interesting talk at the Metropolitan Museum of Art on "Why We Write the Way We Do." No periodical likely to reach typographers, printers or bibliographic scholars carried any announcement of the two talks he gave during January at the Museum, and we found out about it in the most accidental way. As a result the hall was half-filled, mostly with people who came in to get out of the cold and followers of free lectures who got up and left during the course of the talk. The man behind us snored. We might also mention in this same breath of protest our wish that the New York Public Library would not shut up its rare book room at six o'clock every evening. There must be others like us who would like to spend long hours there, and who have no other time but after working hours.

"The Arrangement of Flowers" (Charles Scribner's Sons) is your money's worth at \$2.50. The type has apparently been set especially for the book and reproduced by offset along with the illustrations. The binding is of yellow plaid with an orange label, with lettering in Eve Italic. The paper is clean and smooth. Except possibly for the half-titles which seem to me too light in color, and too low, the entire book is very pleasant.

"Los Angeles" (Alfred A. Knopf) would not be true to type if it did not include a few typographical tricks. It carries the folios and running heads at the foot, and the pictures have 12 point black bands about them.

A most interesting little book is "Ancient Writing and Its Influence" by B. L. Ullman, of the University of Chicago (Longmans, Green). It is at once scholarly and entertaining to anyone interested in the origin of the alphabet.

## THE ARRANGEMENT OF FLOWERS

Mrs. Walter R. Hine



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## LINOTYPE

### STEPS IN TYPE DESIGN

## HARMONY

It must be remembered that the idea of a type series harmonizing in design through a full range of sizes is quite modern. The old type-founders had no such notion. To them each size was a design in itself, and what resemblance there might be between their several sizes was a matter of individual mannerism rather than intent. The sizes differed not only in design but also in excellence and there is usually one size conspicuously better than the rest.

In making a modern interpretation this one best size is carefully selected, and the entire series is based on it. The Linotype Baskerville series, for example, is modelled on the original 14 point. Each size, however, was separately drawn, progressively widening the letters and making them relatively heavier as the point-size diminishes so that the series possesses complete harmony in color and design. Mergenthaler Linotype Company, Brooklyn, New York.

## American Bookbindery Class in Bookmaking

A VISITOR to the American Bookbindery-Stratford Press might be surprised to find that Friday evenings and Saturday afternoons are very busy times in the composing, printing and binding rooms, although the regular staff is replaced by a large group of earnest but inefficient people. The reason can be found in an announcement sent out last October that Fritz Peters was willing to instruct anyone from the production departments of publishing houses in the art of printing. The response to this notice was so large that two classes were formed, one for beginners and one for those who had already learned the rudiments of type setting and design. A special instructor was also obtained for those who wished to learn the linotype machine.

The beginners' class, made up of fifteen people from ten publishing firms, meets on Friday evenings. The first hour is devoted to solving problems in design and in estimating costs. After a short time for individual study on the problem, the whole class discusses it with the instructor. The remainder of the time is devoted to setting type. Great progress has been made since the first lesson, when each one set his own name, and a mountain of proofs in Mr. Peters' office displays a poem beginning "Be gentle with her Death! Touch her with care," printed in every type and style with every kind of initial and decoration. When the class is expert in setting type, they will be encouraged to work individually or in groups on problems which they meet in their professional work.

At the first meeting of the advanced class three groups were formed with three or four people in each. Work began on the production of three books. One group chose a short story written by one of its members. They set the type by hand and are now printing

the first form on a hand press. Another group chose an unpublished translation of a Japanese play. This was set on the linotype machine and is now almost ready to be printed, while the group is making the covers of the book by hand under the supervision of an expert binder. The third group is designing the format of a prose piece by Landor, the text of which will also be set on the machine.

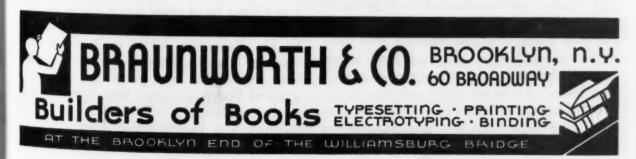
In this way the class is learning every step in the production of a book and is taking part personally in every process. The ability of Mr. Peters and his assistants and the value of the classes are well demonstrated by the fact that everyone has to be sent home forcibly long after the official closing hour.

## Bob Josephy's Course in Book Designing and Production

THE course in book designing and production announced at the beginning of the year by Robert Josephy has been under way since January sixteenth. Because of their number and their varied experience, the participants were divided into two sections after the first meeting.

The Monday sessions, for the more experienced people, are conducted as a sort of workshop. Problems in the planning of complete books are selected for study and solution between meetings, and the specifications and layouts produced are then compared and considered, both from the standpoint of design and of mechanical and economic practicability.

The Tuesday sessions are conducted as informal lectures, punctuated by questions and demonstrations. Mr. Josephy has endeavored to discuss the various questions in the order in which they must be considered in planning a book. To date the general topics have been: 1. The characteristics of type faces and considerations governing their selection. 2. Computing and planning the text page and



its margins. 3. Combining type and illustrations. Arrangement of verse, quotations, footnotes, indices, etc. 4. Page heads, chapter heads, initials, rules, ornament. 5. Front matter. 6. Title pages.

A total of thirty people, most of them from publishing houses, are registered for the two courses. The term originally announced (ten weeks), ends on March 21st, but may be extended further. The meetings are held at 7:30 at the offices of the *Publishers' Weekly*, 62 West 45th Street. The fee is \$1.00 for each two-hour session (\$8.00 for the term), and interested persons are welcome to join at any time.

## Imported Paper

THE SHIFTING OF THE RATIO of European money exchange has brought about heavy importations of Scandinavian and German wood pulp which in turn have had their direct effect on the price of American papers. Eastern paper mills are using much pulp from these sources. A group of western mills owning their own pulp factories, especially those in the state of Washington, has appeared before the Ways and Means Committee of the House asking for a duty on wood pulp for the protection of American products. Wood pulp has always been on the free list, and paper has been dutiable on account of shifting exchange. A hundred and fifty-five paper manufacturers have been represented in Washington protesting against any duty. Their spokesman states that the volume of imports has been increased more rapidly from Germany, where currency is still at par, than from Scandinavia, where currency has been depreciating.

## Lectures on Fine Books

ELIZABETH C. R. MOFFAT of New York has found a good demand for her illustrated lectures on "The Book, Its Printers, Illustrators and Binders" which she has been giving at various clubs and educational institutions of the East during the past season. Miss Moffat, whose address is 167 East 82nd Street, has culled from a long time experience with fine books and prints those episodes in the colorful history of books that would be most interesting to persons just beginning to see the fascination of the history of fine volumes.

## Book Collector's Packet

PAUL JOHNSTON, who issues the Book Collector's Packet from Woodstock, N. Y., is offering booksellers attractive circulars to send out in their catalog. For subscriptions to the Packet, which sells for \$1.80 a year, Mr. Johnston is offering a commission of 25%. One New York bookseller took subscriptions for almost 150.

## New Limited Edition

CAPTAIN COHN of the House of Books, Ltd., New York, who has helped to make many modern first editions famous, is now adding under his own imprint an item to Hemingway first editions called "God Rest You Merry Gentlemen" and is printing 350 copies at \$2.50. The book is being designed by Peter Beilenson of the Walpole Printing Company.

## Two Merrymount Press Books

As INQUIRIES ARE BEING MADE as to how it is possible to obtain copies of "A Century of Scholars" and "Exercises Commemorative of Lida Shaw King," two Merrymount Press books included in the Fifty Books of the Year, the Press desires to say that a few copies of "A Century of Scholars" can be had by addressing Professor William T. Hastings, Brown University, Providence, R. I. Copies of the Lida Shaw King Memorial, however, are not available.

## New Poe Bibliography

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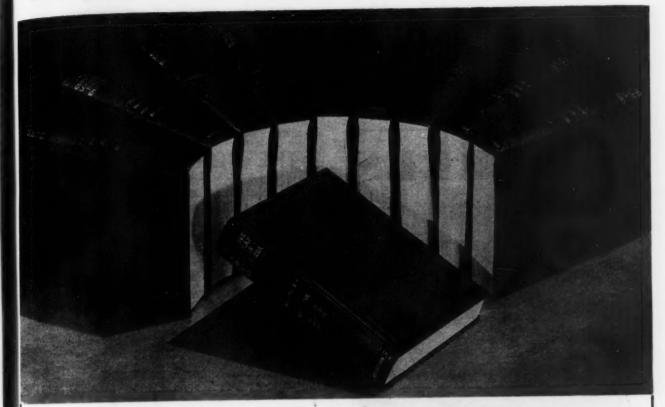
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A THOROUGHGOING AND SCHOLARLY BIBLIOG-RAPHY of Edgar Allan Poe will soon be issued from the Grabhorn Press in San Francisco, the result of a life work of Dr. John W. Robertson, who has one of the finest private libraries on the Coast and whose collection of Poe, especially of the periodical and newspaper articles, has been well known for a long time. This bibliography will consist of a volume of 300 pages, octavo, printed on Van Gelder hand-made paper. A second volume will include bibliographical commentary by Dr. Robertson. The price of the two volumes is to be \$12.50. The details have been worked out with great care, and every scrap of Poe writing has been listed as well as all republications and their variations. The volumes will be illustrated with facsimiles showing page variations.



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This Directory of leading American book production firms will appear in the first issue of the PUBLISHERS' WEEKLY each month. Rates for space will be supplied on request.

## Legibility in Typescript

THE LENGTH OF LINE and the amount of leading are the important things for legibility in books printed by planotype process as well as those that are in type, assert Edwards Brothers of Ann Arbor. Edwards Brothers, who are large producers of typescript and who are now issuing a magazine called "The lournal of Experimental Education" in typescript form, have found that a line approximately 3% inches in length, placed two columns to the page, can be read more rapidly and with better comprehension than a line 63/4 long with the same space between the lines. They also find that typewritten material which has been typed 1 1/3 space is more legible than that with a single space. The right edges of each column in typescript are not aligned as in printing, but, by using the double columns, the publishers were able to use the regular typewriter size paper and have a very large number of words per page.

## New Films on Book Bindings

At the New York Advertising Club on Friday, March 10th, at twelve o'clock, there will be a luncheon extended to all those of the book industry who are interested in the elements of bookmaking and a new film will be shown on the making of cotton cloth as ultimately used for bookbinding, and two weeks later there will be a similar gathering at which will be shown the processes in the making of pyroxylin, the waterproof finish that makers of binding cloths are now using in place of starch.

These film lunches are provided by Du Pont de Nemours & Co. which is thus adding to the booktrade's educational work.

These two films have to do with products common to all brands of lacquered fabric book cloths. On April 7th, two weeks later, a third film will be presented which will illustrate the application of pyroxylin to the Du Pont products, Fabrikoid and new P. X. finish and others, and on that date the Du Pont office will open their second annual show of bindings in the Empire State Building.

## New York and Chicago

IN THE American Economic Review of December Dr. Elizabeth Faulkner Baker of Columbia provides a detailed comparison between New York and Chicago in the important aspects of their competition for the printing business. These two centers produce about 40% of the total printing of the country, with New York's output about half again more than that of Chicago.

Particularly important in this study is the question of whether the open shop tendencies of Chicago have or have not given it an advantage over New York with its closed

## Junior League Exhibit

AN EXHIBIT OF DESIGN in modern bookmaking will be a feature of the Junior League program in New York beginning the first part of April. The books selected will be shown at the Junior League headquarters at 221 East 71st Street. The committee in charge is headed by Mrs. Sherman Haight.

## Notable Book Catalog

A PUBLISHER'S CATALOG of nearly 1,000 pages and containing books the original publication dates of which span nearly two hundred years has just come to hand from the famous publishing firm of Walter de Gruyter & Company of Berlin and Leipzig. This great publishing business was the result of an amalgamation of famous German imprints, including Georg Reimer established in 1749, G. J. Goeschensche, and many others. The best of German literature, both literary and scientific, in the fields of philosophy, psychology and art, is represented in this great catalog, a monument to publishing organizations.

The firm in its present activity is probably the largest publishing house in the world. Nearly every professor who is a specialist in his own branch in Germany has been or is connected with de Gruyter & Company as a publisher. The man who gave his name to the firm began his publishing career in 1896, and his genius for organization brought together the various units.

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## February Book Production

Monthly Statistics of New Book Titles Compiled from the Weekly Record of the Publishers' Weekly Including the Books (Not Pamphlets) of All American Publishers

Classification	February, 1933			Feb. 1932	2 mos.	2 mos.
	New Books	New Editions	Totals	Totals	Totals	Totals
Philosophy, Ethics	23	2	25	19	44	46
Religion, Theology	56	5	61	71	86	121
Sociology, Economics	53	7	60	50	85	100
Law	3	I	4	7	4	10
Education	9	3	12	25	16	46
Philology	19	3	22	10	35	21
Science	27	5	32	35	51	65
Technical Books	7	. 7	14	11	20	23
Medicine	20	5	25	23	37	35
Agriculture, Gardening	4		4	4	5	7
Domestic Economy	8	I	9	4	11	11
Business	8	1	9	12	14	21
Fine Arts	7	I	8	17	14	37
Music	3	Company of the last of the las	3	*3	6	7
Games, Sports	10	1	11	6	18	17
Literature, General	19	7	26	34	39	62
Poetry, Drama	50	4	54	60	94	107
Fiction	119	37	156	204	314	396
Juvenile	19	4	23	28	30	41
History	30	I	31	36	56	71
Geography, Travel		4	34	30	47	56
Biography, Genealogy		4	53	60	98	109
Miscellaneous			3	8	12	10
Total	576	103	679	757	1136	1419
For February, 1932, the totals were:	Edition	s	118	Totals		. 757
	crease o	of	15	Decrease	of	

## The Weekly Book Exchange

## How to use Books Wanted and Books For Sale

TERMS: Under "Books Wanted" (a service for booktrade only) 15c. a line to subscribers, no charge for address; to non-subscribers, 20c. a line, charge for address.

Under "Books for Sale" (not restricted) 15c. a line to subscribers, 20c. to non-subscribers. All other classifications 20c. a line. Bills rendered monthly.

Write plainly on one side of paper. The Weekly is not responsible for typographical errors. Illegible "wants" ignored. Each title must begin on a separate

line except grouped titles by one author. Objectionable books excluded when noted. If books wanted were originally published in a foreign language, state whether original or translation is desired.

In answering state edition, condition and price including transportation.

Give your name and address.

Credit responsibility of advertisers is not guaranteed but space in the columns will be denied to dealers who misuse it. Copy closes Monday noon.

#### BOOKS WANTED

Please send accurate and legible copy. Typed copy saves misprints.

Abbey Book Co., Lorain, Ohio
Whittier. Snowbound. 1866.
Anything, even clippings, on Surcharged Stamps.
Service. Complete 1 vol. Limp.
Scott's Stamp Catalog. 1933.
Godwin. Political Justice.
Anything on Death Valley.
Rafinesque. Medical Botany. N. A. 1828.
Strong. American Flora. 1847.
Gov. Wash. Ter. Report to Sec. 1889.
Perry Inaugural Message. Wash

Gov. Wash. Ter. Report to Sec. 1889.
Perry. Inaugural Message. Wash.
Gov. Moore of Wash. Address. 1889.
Drummer Boy of Shiloh. Mansfield. 1872. Quote past six months want-ads.

Abercrombie & Fitch, 45th & Madison Ave., N. Y.

Baker. Modern Gunsmithing.

Mattern. Hand Loading Ammunition.
Marbury. Favorite Flies and Their History.

E. P. Powell. How to Live in the Country.

Coaching Manual. Rogers.

Ware. Driving.

Whyte Melville. Riding Recollections; Market-

harborough.

Wild Turkey and Its Hunting.

Adelbert College Library, Cleveland, O. Cole, P. R. Later Roman Education in Ausonius, etc. N. Y. Teachers College, 1909.

etc. N. Y. Teachers College, 1909.
Crane. Stephen. Collected Works. Ed. by W. Follett. 12 vols.
Phillips, P. C. The West in the Diplomacy of the American Revolution. 1914. Univ. of Illinois Stadios in the Social Sciences.

linois Studies in the Social Sciences. Sheppard, E. W. Bedford Forrest, the Confederacy's Greatest Cavalryman. 1930.

The Speaker. Vol. 4. 1910.

Air Law Review, c/o Wilkins, Washington Sq., E., New York

Books, pamphlets and other materials on balloons, flying machines and aviation in general.

Alcove Book Shop, 816 Broadway, San Diego, Cal. Sullivan. Dictionary of Derivations.

American Autograph Shop, Ridley Park, Pa. Original Titlepages of Famous Books. Such Such as Milton's, Shakespeare's First Eds. Bible, others.

American Autograph Shop-Continued

American Magazines before 1800. Single or files. Cooper Odd Volumes in Wraps or Boards.
Melville. Odd Volumes in wrappers only.
Historical and Literary Autographs. Fine pieces, collections or quantities. Immediate cash.
Confederate pamphlets, broadsides, letters. Any

quantity.

Melville. Omoo and Typee odd vol. in wraps.

Poe, E. A. Odd volumes, anything about.

Early German Imprints (Penna.).

Barnum. Autograph material.

Amer. Tract Society, 7 W. 45th St., New York Briary Bush; Moon Calf. By Floyd Dell. Memoirs of the Rev. Philip Henry. By Matthew Henry.

Anthropological Library, 2828 Hudson Blvd., Jersey City, N. J. The Castle of the Whip. By Don B. Alera.

Barbaric Fetes.

Dorothy. Aimie Van Rod.
The Chaser of Girls. François Charles.
The Pleasures of the Torture Chamber. By John Swain.

The Book of Life. Mantegazza.

Antioch College Library, Yellow Springs, O.
De Ricci, Seymour. English collectors of books
and manuscripts. Sketch of Ohio

Library Communications 1902. Commission. Libraries.

Archway Book Store, 47 N. 9th St., Philadelphia Clash of Steel. Karl R. Mason.

Argonaut Bookshop, 621 W. Sixth St., Los

Angeles, Cal. ia. Vol. 12 only. Jewish Encyclopedia. Vol. 1 Jewetts' Genealogy. Vol. 2.

Argonaut Book Store, 2790 Mission St., San Francisco, Calif. Hernia—Surg. Mech. 1 vol. J. B. L. De Garmo.

Argus Book Snop, 333 S. Bearing.
Munson, J. E. Art of Phonography.
Phrase Book of Practical Phonography.
Latest eds. Argus Book Shop, 333 S. Dearborn St., Chicago England, George Allen. Darkness and Dawn.

Arizona University Library, Tucson Gummere, Francis B. Germanic Origins: A Study in Primitive Culture. Scribner's.

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D. Arkell, 38 Cambrian Rd., Richmond Hill,

Surrey, England
Religion of a Sceptic; The Complex Vision. By J. C. Powys.

Ashton & Major, Charleston, W. Va. Fiala. Fighting the Polar Ice.

Associated Students Store, Univ. of Cal., Berkeley Bauer & Peyser. How Music Grew. Putnam. Good second-hand copy

Individuality in Organisms. University Press).

Bird. Calavar. 1835. 2 vols. in 1.

Astor Book Shop, 63 4th Ave., New York Patten Genealogy.

Patten. Christianity—the True Religion. 1795.
Memoirs of Ruth Patten. 1834.
Patten. Interesting Family Letters.
Patten. Voices of the Border.

Whistler. Gentle Art of Making Enemies. Orig-

inal wrappers. Ghent.

Hearn. La Creole Cuisine. 1st or 2nd ed.

Wurth. Catalogue of Joseph Pennell Lithographs.

Little, Brown.
Plato. Vol. 4 only. Oxford.
1st editions of the following: Hearn; Saltus;

Huneker. Poems. 1870; Poems. Putnam. 1906 or

Cremation or embalming. Anything. Early. Friedlaner. Social Life of the Romans. 3 vols.

Augustana Book Concern, Rock Island, III. Neumann. Be Thou Faithful Unto Death. Annotated Bibliography of Modern Language Methodology.

Joseph Baer & Co., Frankfurt A. Main.

Hochstra. 6, Germany Manual of Internat. Law. Gallaudet. 1901.

Griffin. List of References on Recognition in Intern. Law. 1904. Singer. Internat. Law.

Chic., 1918.

Dushman. Technic of High Vakuum. 1923. A System of Control for Chainstores. Boston, 1925.

American Journal of Sociology. Vol. XV, 1-3; XVI, 1, 2; Vol. XVII, 3, 6; XVIII, 1-3; XXII, 1; XXIII, 1, 2; XXIV, 3, 6. Picture of World Economic Conditions at the Be-ginning of 1930. N. Y. Nation. Industr.

Confer. Board.

King & Epstein. National Income & Its Purchasing Power. N. Y. Nat. Bur. of Econ. Research.

search.

Jewett, Sarah. Cramford. Stories & Tales. 7
vols.; The Only Sun. Deephaven. 1877.

Mennonite Quarterly Review. Goshen. Vol. 1
till up to date.

Abbetmeyer. Old English Poetical Motives Derived fr. Doctrine of Sin. 1903. Thesis.
Univ. of Minnes.

Journal of Political Economy. Vol. 1 to 8.
Ely. Monopolies & Trusts. 1900.

Pène du Bois. 4 private libraries of New York.
Series 2 and contin.

Moulton. Japan: An Econom. & Financial Appraisal. 1931.

praisal. 1931.

William M. Bains, 1713 Chestnut St., Phila. Alarcon. Three Cornered Hat. Eng. Knopf. Valera. Pepita Jimenez. Eng. Appleton. Palacio Valdes. Jose. Eng. Brentanos.

## Weekly Book Exchange

Baker & Taylor Co., 55 Fifth Ave., New York Baldwin. Introduction to English Medieval Liter. ature.

Bamberger. Effect of the Physical Makeup of a Book Upon Children's Selection. Barry. St. Paul and Social Psychology. Beer. Commercial Policy of England Toward the American Colonies; Old Colonial System,

the American Colonies; Old Colonial System, 1908.

The Boys' Own Paper, illustrated, folio original cloth, 10 vols. (1884-1893).

Brandes. On Reading.

Brown. Honor of the Church.

Bryon. The Bysantine Achievement.

Calkins. Protozoa.

Coutts, Stephen. Manual of Library Bookbinding, Intro. by D. Cockerell Libraco.

Cox. The Arts or Craft of Phethoryke. Carpenter ed.

Durant. Essays on Critical Realism. Faulkner. What We Hear in Music, 8th ed. Foot Loose.

Ford. Sound of Footsteps.

Fosdick. Spiritual Values and Eternal Life. Fyffe. History of Modern Europe. 2 vols. 2 copies.

Geologic Folio for Massachusetts and Connecticut. (Maps).

Huxley. Proper Studies.
Labaree. Royal Government in America.
Lee. The Child and the Book.

Le Normand. The Failures, 1923. Lowe. Books and Libraries.

Lowe. Books and Libraries.

McAllister. McAndrew's Floating School.

MacGowan. Theater of Tomorrow.

McIlwain. High Court of Parliament.

Maddox. Free School Idea in Virginia before the Civil War.

Mead. Homes of Character.

Megroz. Walter de la Mare.

Mills. Behavior of Prices.

Morley. Little Wanderers.

O'Brien. Great Modern English Stories.

Poling. Learn to Live.

Potter-Straton. Debates.

Ramsay. Historical Commentary on St. Paul's Epistle to the Galatians.

Epistle to the Galatians.
Robinson. Virginia Counties.
Stephens. Busy Year at the Old Squire's; Haps and Mishaps; Stories of My Home Folks.

The 2nd Geological Survey of Pennsylvania with map of McKean County included. mas. The Life and Works of Friedrich

Thomas. Schiller.

Todd. Balancing of Human Forces in Human

Being. son. Sir William 100 Poems. Watson. The World-Wide Christian Mission, 1922-32.

G. A. Baker, 480 Lexington Ave., New York Bigelow. Retrospections of an Active Life. Vols. 4 and 5.

Martin. Diary of a Nation. 2d. ed. Doubleday. Yechton. Some Adventures of Jack and Jill.

Baker, Voorhis & Co., 119 Fulton St., New York Modern Legal Philosophy Series. Vol. 11. Scientific Basis of Legal Justice. By various

Baptist Book Store, 517 N. Twenty-Second St.
Birmingham, Ala.
Woods. What is God Like? Good second-hand

copy.
Crossing the Death Line. Kagawa.
Maine Beautiful. Nutting.

## Books Wanted—Continued

Baptist Sun. Sch. Bd., Nashville, Tenn. History of Herodotus.

Bargain Book Store, 406 15th St., Denver Roughing It. Part 2. Vol. 8. Twain. Grecloth. Author's Nat'l Ed. Reasonable.

Beacon Book Shop, 43 E. 45th St., New York Baldwin Genealogy.
Earle. Chesapeake Bay Country. Don Marquis. All 1sts. Vachel Lindsay. Congo. 1s Schweik. The Good Soldier. 1st ed.

Bender's Book Store, 84 Fourth Ave., New York Blair. The Paisley Shawl. Halsey. History of N. Y. in Old Blue Staffordshire. Clocks.

Cescinsky. Clocks. Frank Leslies Boys' and Girls' Weekly. Vols. 20 and 21.

Beyer's Bk. & Art Shop, 8 E. 29th, N. Y. The Molly McGuires. Curves of Life. Cook. U. S. Pharmacopoeia. U. S. Formulary since '90.

Stanley O. Bezanson, 1 Court St., Boston
Darwin. Voyage of the Beagle.
Howorth. History of the Mongols.
Beckford. Recollection of an Excursion to Alcobaca and Batalha. Phila., 1835.

Arthur F. Bird, 22 Bedford St., London, W.C.2 England Jastrow, J. Psychology of Conviction. Religio-Medical Masquerade. Peabody. Complete Exposure of Eddyism. Swihart. Since Mrs. Eddy.

Eddy. Science and Health. Any ed.; Christmas. 1st ed. 1893.
Dickie. Memoirs of Mary Baker Eddy. Any ed.; Christ and

Anna Blom's Book Shop, 113 E. Wishkah, Aberdeen, Wash. Sir H. Rider Haggard. Matha Mahare.

Book & Quill Bookshop, 315 Whitney Ave.,

New Haven, Conn.
Historical Houses of South Carolina. By Harriet C. Lydig. Magna Carte Barons. By Browning. Americans of Royal Descent. By Browning.

The Bookery, 1647 Welton St., Denver, Colo. Memoirs of Saint Simon (unabridged).

Book Exch., 312 N. Washington Av., Scranton, Pa. Ency. Britannica. 14th ed.

The Book Shelf, Wayne, Pa. Adventures in My Garden and Rock Wilder. Garden.

Barr Moses. Dreaming River. Several copies.

Book Shop, Davenport Hotel, Spokane, Wash. Marie Francesca Rossetti. A Shadow of Dante. Dante. Inferno. Trans. Cary, Ill. Doré; Purgatory and Paradise. Ill. Doré.

Books, Newkirk-Freedman, 79 Wall St., N. Y. Father Duffy's Own Story. Farewell to Reform. How Is Your Heart? S. Calvin Smith. Health Via Food.

History of Russian Revolution. Trotsky. Vol. 1.

Love Murders of Harry Powers. 1st ed.

d

Book Stall, 209 E. 2nd St., Flint, Mich. Psychoanalysis and the Unconscious. D. H. Law-rence. Pub. Boni. 1921.

Book Stall, 861 N. Vine St., Hollywood, Cal. Kobbe. Complete Book of the Opera. De luxe ed. Sir James Jeans. Any or all books on astronomy. 2nd hand or new. Nathan, A Cedar Box, 1st ed.

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After They Came Out of Ark. Smith.
Biog. Robert McAlpine. Childers.
De Blowitz, Memoirs.
Magic Stage Illusions. Hopkins.
Face in the Abyss. Merritt
Literature of Bible. Gardiner.
Set 16 vols. Famous Composers. Thomas.

Set 16 vols. Famous Composers. Thomas. Fort Jefferson and Its Commander. Gov. Island 1910.

Natural and Social Morals. Read Religion of Babylon and Assy. Pincher. Mythology of Nations. Vol. 5. Langed History of Moorish Empire. 3 Vols. So Crisis in History Papacy. McCabe. Empresses of Constantinople. McCabe. Candid Story of Lognita. Langdon. Empresses of Constantinople. McCabe.
Candid Story of Jesuits. McCabe.
The Stoic Creed. Davidson.
Cults Myths and Religions. Reinach.
Microscopy of Drinking Water. Whipple.
Genealogy of Clarke, Kellogg and Nash Family.
Albert Clark, Wash., 1877.
Katrinka. J. G. Holland.
Marvels of the New West. Thayer.
Historic Sketches of Cattle Trade. McCoy.
Christing. Cholmondy.

Classic Slang. Witwer.
Magnificent Obsession. 1st ed. Douglas.
Story of the Potter. Binn.
The Dead Have Never Died. Randall.
New French Cooking. Reboux. The Dead Have Never Died.

New French Cooking. Reboux.

Religious Knowledge. Lyman Abbott.

Poems. Paul Verlaine. Pub. Duffield.

Great Pyramid Jeezeh. McCarty.

Hiet Ass'n Report 1908. Vol. I. Am. Hist. Ass'n Report 1908. Am. Family of Antiquity. Wells. Harpers Weekly. Bound vols. 1 61, 63 to 75 inc., 1883. 1857, 58. 1860,

Brentano's, 1 W. 47th St., New York Berdoe. Browning Studies. Bilder. In Hoc Ligno. Blackburn & Caddell. Secret Service in South Africa Comfort. Son of Power. Dugmore. Rolling Stone. Earl. Life in U. S. Naval Academy. Erman. Life in Ancient Egypt; Egyptian Religion. Fosdick. Fosdick. Spiritual Values and Eternal Life. Grant. Spies and Secret Service. Singing Rawhide book of Western Ballads. Huntington Family. Merritt. Moon Pool.
Meyer, C. F. Saint. Trans. by Haugh.
Moody, John. Masters of Capital.
Mundy. Hira-Singh; Rungho.
Nicolai, W. German Secret Service. Eng. ed.
Norris The Transure Norris. The Treasure.

#### Brentano's-Continued

Parkinson. Paradise in Sole Paradisus Terrestris. Picturesque Nepal. Historicus. Richard Cadbury's Cocoa-All About

Brentano's, 1322 F St., N.W., Washington, D. C. Dodge. Hannibal. Gustavus Adolphus.

Britton & Rose. The Cactaceae. Beston. Book of Gallant Vagabonds. Encyclopedia Britannica. 13th ed.

Toulmin. Patent Law for Inventor and Executive. Anecdotes of the Steam Engine. London, Stuart. 1829.

Bain. Scandinavia.

Schuckley. Character Problems in Shakespeare. Ossorgin. Quiet Street. Gleaves. Hist. of Transport Service.

Nevinson. Dardenelles Campaign.
Pogue. Economics of Petroleum.
Pratt. Rise of Rail Power in War and Conquest.

Sheridan, Gen. P. H. Personal Memoirs. Comte de Paris. Hist. of Civil War in America. Amer. Architect for Sept., 1932.

#### Bridgman & Lyman, 108 Main St., Northampton, Mass.

Huxley. On the Margin.

M. H. Briggs, 506 S. Wabash, Chicago

Best prices in quick cash for following:

Western History: Books, pamphlets, maps, views, manuscripts, dealing with the pioneer history of any state West of Penn. Overland Journeys to the West. Narratives of Explorers and Pioneers Tales of Indian Fighting and Captivities. Western Gold Fields and Mining Life. Cattle Trade, Ranch and Cowboy Life. Illinois and Indiana Material.
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Railroads, especially to Pacific.

Chicago. Directories, street maps, views, guides, imprints, etc., before 1871.

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It will pay well to quote anything above.

Britannica Book Shop, 283 Madison Ave., N. Y. Upton, Florence K. Golliwog at War; Golliwog in Holland.

Major C. E. Russell. True Adventures of the Secret Service.

Uncle Sam's Secrets.

Britannica Book Shop, 342 Madison Ave., N. Y. Liza Jane. By Mary Phipps. Done in own handwriting.

## A. Britnell Book Shop, 765 Yonge St., Toronto 5, Canada

Anonymous. Interwoven.

Brooklyn Museum, Eastern Pkwy., Brooklyn, N. Y. Demotte, G. J. La Tapisserie Gothique. 2nd Livraison.

Decorative Textiles. Hunter, G. L.

Bryant Book Shop, 72 W. 48th St., New York P. Benoit. H. G. Wells. Secret Spring. Invisible Man.

Bullock's Bk. Dept., Los Angeles Sandoval. Beer. 1st ed. Must be fine. Mauve Decade. Beer. 1st ed. Must be fine.

Burton's, 1243 St. Catherine St., W., Montreal Theoretical and Practical Grammar of the Ot-chipwe Language. By Rt. Rev. Bishop Baraga.

## Weekly Book Exchange

Burton's-Continued

Marquis de Ruvigny. Nobilities of Europe. H. F. Bain. Ores and Industries in the Far East. Pub. by Council on Foreign Relations.

[King. Text Book of the Physics of Agriculture. Judd; Soil Management.

Trotting. By Niles. F. H. King.

Bog Trotting.

Skelton. Life of Laurier. Chisholm. Speeches and Public Letters of Joseph Howe. 2 vols. Halifax, 1909.

Business Service, Rm. 514, 108 N. Dearborn St., Chicago, III.

Wanted at all times Alexander Hamilton Institute Texts. 1930 or later. Must be cheap. Also business books and texts.

#### Edwin C. Buxbaum, 1811 E. Wood Place, Milwaukee, Wis.

Cheap. Harvard Classics. National Geographics. 1888 to 1905.

B-way Book Shop, 136-69A Amity St., Flushing, L. I. Marryat. Percival Keene.

Cadmus Book Shop, 342 W. 34th St., New York American Archives. Quote any vols. American State Papers. Any vols.

James R. Canny, 754 E. 22nd St., New York Valentine's Manuals. 1841 to 1853 inclusive. 1855.

Carnegie Public Library, Fort Worth, Tex. nyal. Management of Animals in Captivity. Calcutta Society of Natural History, pubs.

M. E. Carlton Co., 522 S. Saginaw St., Flint, Mich. Sainte-Beuve. Portraits of the 18th Century

Carteret Bk. Shop, 43 Halsey St., Newark, N. J. Smith, Thorne. The Stray Lamb.

Centaur Book Shop, 1224 Chancellor St., Phila. Merle Johnson. American First Editions. Revised ed.

Henry Adams. Mont Saint Michel and Chartres. Good used copy.

Central Book Co., 245 Broadway, New York Bar Association Reports, Laws of All States and Legal Periodicals.

Central Book Shop, 906 Ninth St., N.W., Washington, D. C.

House. Philip Dru, Administrator.

G. M. Chandler, 75 E. Van Buren St., Chicago Serviss. Astronomy With an Opera Glass. Shakespeare. Works. Cambridge ed. 9 vols. Shakespeare. Works. Cambridge ed. 9 vols. Stevenson. The Merry Men, 1st ed. 1887. Wooldridge. Devil and Grafter; Grafters of Amer.; Hands Up, etc.; 12 Yrs. Detective;

20 Yrs. Detective. Byrne. Wind Bloweth. 1st ed. 1922; Crusade. 1st ed. 1925; O'Malley of Shanganaugh.

1st ed. 1925; O'Malley of Shanganaugh.
1st ed. 1928.
Kenton. Life of Simon Kenton.
Morley. Haunted Bookshop. 1st ed. 1919.
Robertson. From Private to Field Marshal.
O. Henry. Four Million; Cabbages & Kings;
Strictly Business. All red flex lea.
Kipling. Jungle Book; Departmental Ditties. All

red flex lea.

Victory. Blue flex lea.

Charles Book Haven, 238 7th Ave., New York Golf mags. in quantity. Any years. Harpers Bazaar. Xmas. 1893.

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Wilson, N. Young. Milton. Chinard. Schouler. Rhodes. Paine, Th Hannay, ing

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Rancroft. History of Alaska. Other books on

Alaska. Where the Strange Trails Go Down. Powell, Alex. Post, Melville D. Randolph Mason: Corrector of Destinies; Sleuth of St. James Square; Mys-

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Cohen, Octavus. Highly Colored.

Green, Anna K. That Affair Next Door; One of
My Sons; Mystery of Hasty Arrow; Old
Stone House; X, Y, Z and 7 to 12.

Wylie, Eleanor. Venetian Glass Nephew. 1st

trade, mint. Twain, Mark. Burlesque Autobiography. Other 1sts.

Annual Reports of Chicago & Northwestern R. R.; Chicago, Burlington and Quincy R. R. DeVinne. Invention of Printing. 1876. F. Hart

Brown. Venetian Printing Press. London, 1891.
Pollard. Fine Books. London, 1912.
Updike. Printing Types. 2 v. 2nd hand copy.
Ross. Voice Culture and Elocution.
Buchanan. The Mind's Attainment.
Hearn. Japanese Fairy Tales. 4 v. 1st edition on crepe paper; Kotto. Very fine 1st only;

on crepe paper; Kotto. Very fineditorials from Kobbe Chronicle.

Unabridged Dictionary. Funk & Wagnalls.

hand. Cheap.
Cambridge History of American Literature. 4
vols. Cheap.

Sharp, Wm. Gipsy Christ.
McLeod, Fiona. Pharais.
Buck. East Wind, West Wind. 1st.
Neuman, Ernest. Life of Gluck. 1895?

Sedgwick. Promise; Succession.
John Henry Nash. Dante; Wm. A. Clark items.
Steele, W. B. Shame Dance.
Harris, J. C. Uncle Remus. N. Y. 1881. 1st

issue.

issue.
Tarkington. Monsieur Beaucaire. 1900. 1st.
The True Detective. Author unknown. Any ed.
Burbank, Luther. Complete set. Reasonable.
Grover Cleveland. Life by Nevins; Life by Lynch.
Berg. G. Cleveland. Letters and addresses.
Bryan, W. J. The First Battle.
Adams. History of U. S. Vols. 7 and 9.
Davis. Theo. Roosevelt and His Times.
Hoover. The New Day. (Campaign addresses.)
Holcombe. Political Parties of Today. 2nd ed.
Root. Elihu. Addresses.

Root, Elihu. Addresses.
Wilson, W. Speeches in Campaign for Gov. of
N. J.

Young. Wilson Administration and Great War. Milton. Dark Days of Reconstruction.

Chinard. Thomas Jefferson.
Schouler. History of U. S. Odd volumes.
Rhodes. History of U. S. Odd volumes.
Paine, Thomas. Age of Reason. 1st American ed.
Hannay, J. B. Christianity, Source of Its Teaching and Symbolism.

ing and Symbolism.

Chicago Theol. Sem. Library, 5757 University

Comenius, J. A. Orbis Pictus (Latin and English). Any edition.

Arthur H. Clark Co., 1214 So. Brand Bolevrd.,
Glendale, Cal. Alger. Critical Hist. of Doctrine of Future Life. Archaeologist, ed. Moorehead, 1893-5. Tuttle and Durrie. Hist. of Ia. 1876. E. F. Clark, 702 A Yale Sta., New Haven, Conn. His Glorious Body. Norwood. Foreshore of England. H. M. Tomlinson. English ed.

Centuries of Meditation. Thomas Traherne.
Uleg Beg. Leonard Bacon.
Mount McKinley. Park Brown.
Poetry of the English Renaissance. Hel
Hudson.

Decline of the West. Spengler. 2 vol. ed.

Notes on a Cellar Book. Saintsbury.

Manual of Writing in Middle English Supplement

2. By J. E. Wells. Happy Mountain. M. Chapman. Miss Zilphia Gant. Wm. Faulkner.

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Any books or prints, Beagles-Beagling.

Columbia University Library, New York Knapp, A. M. Feudal and Modern Japan.
vols. 1900.
Schurz, C. Reminiscences.
Vol. 3. 1908.
Mc-

Clure.

Schuyler, A. Critical History of Philosophical Theories. Badger. Taylor. The Medieval Mind. Vol. 1. 4th ed. 1927. Macmillan. Taylor, A. E. Plato. 2nd ed. MacVeogh.

Bayard. Poetical Works. Taylor, 1907.

Thayer, J. B. A Western Journey with Mr. Emerson. Little, Brown. 1884.

Thomas, D. Y. Arkansas in War and Reconstruction, 1861-1874. United Daughters of

struction, 1861-1874. United Daughters of the Confederation. 1926.

Thompson, H. The Age of Invention. 1921. Yale Univ. Pr.

Thompson, H. The New South. 1919. Yale Univ. Pr.

Thomson, Vilhelm. Origins of the Ancient Russia. 1877.

Trend, J. B. The Music of Spanish History to 1600. Oxford Univ. Pr. 1926.

Trevelyan. History of the Italian People. Putnam.

nam.

Tribune almanac. 1911-12. Trowbridge. Erosional History of the Driftless Area. Iowa State Univ.

Tucker, George. Essays, Moral and Metaphysical. Philadelphia, 1860.
U. S. Cong. House Com. on Agriculture. Hearings. 68th Cong. 2nd Sess. Serial CC, pt. 3.

U. S. Cong. House of Representatives. Hearings. 68th Cong. Com. on the Judiciary. Serial 4, 41 and 42.

Columbia University Library—Continued
 U. S. Cong. Senate. Library. Congressional hearings prior to March 4, 1921. Compiled by E. C. Goodwin.

U. S. Dept. of Agric. Div. of Publications. to the annual reports of the U. S. Dept. of Agric. for the years 1862-1893. 1896.
57th Cong. 2nd sess. Documents 409-428, 431 and 452.

U. S. 65th Cong. 3rd sess. House documents Vol. 80, serial 7549.

U. S. 66th Cong. 3rd sess. House document No. 1020, serial Nos. 7900-7909.
U. S. 67th Cong. 4th sess. Senate documents Vols. 6, 9, serial Nos. 8165, 8169.
Van Schaack, Henry C. Memoir of the Life of.

1892.

Victor, O. J. History, Civil, Political, Military of the Southern Rebellion. 1861-68. Voltaire. Works. Vols. 1, 2, 3, 20. Dumont. Weeks, J. H. Among Congo Cannibals. Lippin-cott. 1913. Wilde & Fitch. The Faun. Crossroads Press. Wilson, Carrie P. Annals of Georgia. Hitchcock.

1927.

Alexander, H. B. Religious Spirit of the American Indian.

Dickinson, T. H. Playwrights of the New American Theater.

Dillor Appela Story of Siggfried: illus, by Lynd.

Diller, Angela. Story of Siegfried; illus. by Lynd Ward. Cape, 1931. Marquand, A. Greek Architecture. Macmillan,

1909.

Reynolds, G. F. Some Principles of Elizabethan Staging. Chicago, 1905. Seneca. Two Tragedies. E. I. Harris. Houghton.

Shakespeare's Plutarch ed. by Tucker Brooke. Duffield.

Sharpey-Schafer. Textbook of Physiology. Volumes 1 and 2. Pentland, 1898-1901.

Shelley, P. B. Selected poems of Percy Bysshe Shelley, ed. with introd. and notes by George Herbert Clarke. Houghton Mifflin, 1907.

Shurick, A. T. Coal Mine Surveying. Latest edition.

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Sinclair, M. Three Sisters. Macmillan, 1914.

Smith, Mrs. C. T. Emmeline, the Orphan of the Castle. 3 vols. J. Conrad & Co., 1802.

Smith, Mrs. C. T. Montalbert. M. Carey, 1795.

Smith, Ray B. Political and Governmental History of the State of New York. Syracuse Press, 1922. Vol. 4.

Smith, Laurence Y. Romance of Aircraft.

Stokes.

Smith, Charles John. Synonyms Discriminated; a dictionary of synonymous words in the Eng-

lish language. Holt.
Social Register (N. Y.) 36, 1922.
Sonneck, O. G. T. Bibliography of Early American Seculary Music. H. L. McQueen. 1905. South Carolina Historical Society. Collections

volumes 4 and 6. 1888. South Dakota Geological Survey. Circular 11 and 19. Report of investigations 4 and 8.

Lowdermilk. Southern Historical Society Papers, vol. 10, 1882.

Spaulding. Warfare. Harcourt. Thomas, J. J. Theory and Pr Theory and Practice of Creole Grammar. Chronicle Publ. Co. 1869.

Irving S. Colwell, 99 Genesee St., Auburn, N. Y. Hall Caine. Shadow of Crime. Chas. Reade. Terrible Temptation.

Concord Book Shop, 36 S. Michigan Ave., Chicago Military History of U. S. Grant. By Badeau. Self-Mastery Through Conscious Suggestion. Coué. Appleton.

Plato. Jowett Oxford. 1 vol. Thin paper, new.

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Dauber & Pine Bookshops, 66 Fifth Ave., N. Y. Spirit of Selective Service. Crowder. Encyclopedia Britannica. Late eds.
Firth. Holy Gospels. Revell, 1911.
Giacosa Plays. Modern Drama Series.
Goldman. Social Significance of Drama.
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Hunt. Life of Madison.
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Owen Davies, 346 N. Clark St., Chicago, III. Plotto. By W. W. Cook.

Wm. Dawson & Sons., Cannon House, Pilgrim St., Jnl. Bone & Joint Surgery. Vols. 1-8, 1919-26,

or anv. Decker Bros., Lafayette, Ind. Thru Colonial Doorways. By Edith Hollingsworth

Wharton. Colonial Families of Philadelphia. By John W. Jordan, 1911. Lewis Pub. Co., Chi. and

N. Y.

The Last of the Illinois and a Sketch of the Pattowattomie. By J. D. Caton in Fergus Historical Series No. 3, Chicago, 1876.
Carl Sandberg's Life of Lincoln. 2 vols.
Herndon's Life of Lincoln.

A Man for the Ages. By Lyring Bacheller. 1919.

A Man for the Ages. By Irving Bacheller. 1919.
Weems Life of Washington.
American Presidents, Their Individualities and
Contributions to American Progress, 1928.
Crowell. \$2.50.

Dennen's, 37 E. Grand River Ave., Detroit Works & Life of Alex. Hamilton. By J. C. Hamilton. 8 vols. 1834-40.

Detroit, Mich., Public Library Carlyle. Correspondence.
Patient's Handbook on Treatment of Edgar. Diabetes Mellitus. Hamlin. Legends of Detroit.

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Emerson. Address, 1838; English Traits. 1st ed. Garland. Crumbling Idols; Eagle's Heart. 1st ed. Grabhorn Press. Diary of Col. Philip L. Edwards; General Sutter's Diary; The Life of Joaquin Murietta; Stipp-Bradford's History of Kentucky.

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Halliburton. Flying Carpet. 1st ed.
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Howe. Notes on Salmon of Miramichi River, 1874.

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Montgomery. Tall Men, 1927. 1st ed.
Morley. Ex Libris Carissimis. 1st ed.

Nisi Prius. McNeil & Co. 1st ed. Norris. Blix. 1st ed. Osler. Counsel and Ideals from Writings of. Ed. by Camac, 1905. 1st ed.

Rogers, Lawrence. Odyssey. 1st trade ed. Stockton. Floating Prince. 1st ed.

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M. Dunbar, 760 Oliver Bldg., South Bend, Ind. Wodehouse. Text Bk. of Aeronautical Engineer-

ing. Schaus. Men of 1830.

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Duttons, 681 Fifth Ave., New York Bayly, A. E. (E. Lyall.) Autobiography of a Slander.

Coward, Noel. Design for Living. 1st ed. Dumas. Twenty Years After. Century Co., 1907. Grant, U. S. Life of (H. C. Deming, 1868) pub.)

Keep. West American Shells. 1904.

Lamprey. Children of Ancient Gaul. Brown.

Longstreet, James. From Manassas to Appomattox.

Napoleon. Maxims of War.

Osborn, H. F. The Horse Past and Present. Museum of Nat'l History.

Patton. Sources of the Synoptic Gospels.
Pollard. Hist. of Fire Arms.
Powys, John C. Wood and Stone; Rudmoor; Ducdame; Wolf Solent; Wolfsbane; Mandragora; Samphire; The Complex Vision; The Religion of a Sceptic; Visions and Revisions; Suspended; Judgments; The Meaning of Culture; In Defence of Sensuality. 1st Amer. eds.

Reach's Official Baseball Guides. '92, '98, '99,

'00, '01.
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Steele, F. D. Sherlock Holmes. 1st ed.
Strickland. Queens of England.
Taubenhaus, J. J. The Culture and Diseases of the Sweet Potato.
Wharton. Martha Washington.

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Wine of the Spirit. Can. Soc. Psychic Research. Voice of the Spirit. Can. Soc. I About 1915. Please quote. Simonite's Horary Astrology.

Books on Astrology, Occultism, etc.

English Book Shop, 55 E. 55th St., New York George Sand. Countess of Rudolstadt. English trans.

Ed. by Hudson in 11 vols. and Nichols. Boston, 1863. Vols. I and II.

Eureka Book Shop, 15 Bible House, 8th St., Near 3rd Ave., New York

Whateley, R. Elements of Rhetoric. Campbell, G. Philosophy of Rhetoric. Newman, S. P. Practical System of Rhetoric.

John Baker Evans, Braintree, Mass. Please describe condition, and price Astronomy. for resale.

Aitken. Binary Stars. McMurtrie. 1918. Ball, R. S. Reminiscences and Letters of. sell. 1915. Cas-

sell. 1915. v. Short Hist. of Astronomy. Scribner. Berry. Sl 1910.

Bryant. Hist. of Astronomy. Methuen. 1907. Clerke, A. M. Herschels and Modern Astronomy. Cassell, 1901; Popular Hist. of Astronomy.

4th ed. Black. 1902.

Darwin, G. H. Tides and Kindred Phenomena in

Solar System. Boston, 1898. Elger. The Moon. London. Philip. Fahie. Galileo, Life and Work. Murr Fowler, A. Report on Line Spectra. Murray. Fleetway. 1922.

Holst, H. Atom and Bohr Theory. 1923. Gyldendal.

Lowell, P. Macmillan. Mars and Its Canals. 1906.

Lockyer, J. N. Dawn of Astronomy. Macmillan. 1894.

Moon Considered as a Planet. Nasmyth, J. H. Pott. 1903. Newcomb, S. Cor

Compendium of Spherical Astronomy. Ma Newall, H. F. Macmillan. 1906.

Spectroscope and Its Work. Lon-

don, 1910.
Olcott, W. T. In Starland With a Three-Inch Telescope. Putnam. 1909.
Pickering, W. H. The Moon. Doubleday. 1903. Principles of Geometrical Optics. Mac-Southall. millan. 1910.

Turner. Astronomical Discovery. Arnold. 1904.

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Buchhandlung Gustav Fock, G.m.b.H., Leipzig Oil and Fat Industries. 19: Medicine. Vols. 9 to date. 1924 to 1931.

Philippine Jrnl. of Science. Vols. 42 to 45. Proceedings Boston Soc. Natural History.

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Public Health Reports. Vols. 1 to 7, Vols. 1 to 7, 46 to date.

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French Ant. Shoppe, 171 11th St., Portland, Ore.
The European War. A. Arnoux. Bost., 1915.
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Friedmans', 18 W. 23rd St., New York Kornilov. Modern Russian History. New ed., in 1 vol. 1927 or '28.

William F. Gable Co. Bk. Dept, Altoona, Pa. Burning Daylight. Jack London.

Gateway Book Shop, 34 E. 60th St., New York Blavatsky, H. P. Secret Doctrine. 1st ed. Dunbar, P. L. Majors and Minors. 1st ed. Mau. Pompeii, Its Life and Art. Keane, M. J. Wisdom of the West. Siva. Hindu Astrology. Lees. Life's Elision. Fletcher. Rhythmic Breathing.

Ernest R. Gee, 35 E. 49th St., New York ester. The Deerstalkers. 1849; Fish and Fishing with Supp. 2 vols., 1850. Fishing with Supp. 2 vols., 1849; Fish and Fishing with Supp. 2 vols., 1850.

Game in Its Season. 1853.

Davis. Woodcock Shooting. 1908.

Hunting Journal of O. H. Perry.

The Dolphin. Edited by Frederic Warde. Lim. ed., club. Manual of Coaching. Fairman Rogers.

Gelber, Lilienthal, 336 Sutter St., San Francisco All first editions. Cavalry of the Clouds. Alan Britt.

Adventures of the U2O2. Baron Pechelshein.

Journal of a Submarine Commander. Von Forstner.

Five Years in the R. F. C. McCudden. My Embassy at the Heart of the Conflict. Sharp. English translation of Lampridius.

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